



-7 MAR 1969

C & D

CHEMIST AND DRUGGIST

MARCH 8 1969



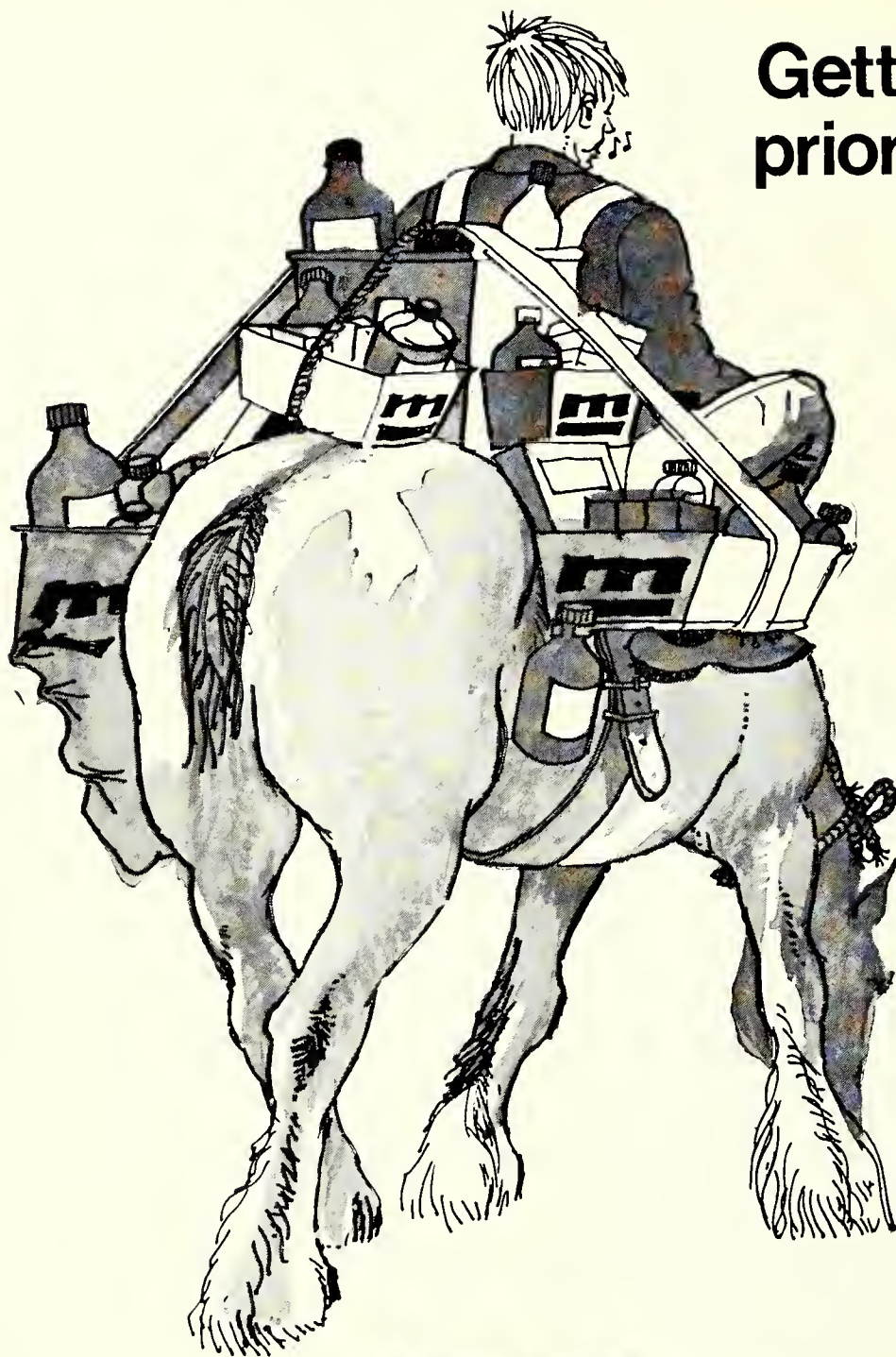
From start to finish ... all Ransom products are controlled by specialists

From raw material to final product, all Ransom galenicals are manufactured and tested under the meticulous care of experts with long experience of the industry. This ensures the superb quality and reliability for which Ransom products are preferred in all parts of the world. Ransoms also carry out all kinds of trade processing of customers' own materials—to the same high standards of excellence. When Ransoms do your processing, you conserve your capital, reduce your overheads and are assured of the utmost secrecy. Ransoms is an entirely self-contained business, unconnected with any other firm in the industry.



Established 1846

William Ransom & Son Ltd., HITCHIN, HERTFORDSHIRE, ENGLAND.



Getting our priorities right



Appearances may be important to us, but more important still is a reputation for service, and we intend to deliver your orders to satisfaction, whatever the means.

Macarthy's-synonymous with service.

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AIR FRESHENER · MOTH PROOFER · OVEN CLEANER

BIG PROFITS FOR YOU **NOW** FROM

PREMIER SALES LTD LIVERPOOL L24HB



Know what?



Now you're a V.I.P.!

We think you're a Very Important Person.

So Agfa-Gevaert would like to give you the red carpet V.I.P. treatment, and all you have to do is relax and enjoy it.

More good news. You can also have several privilege free offers.

What could they possibly be?

The representative who will be calling on you pleaded with us not to tell you. He wants to do it himself.



AGFA-GEVAERT

Super LONG

LASHES FROM

fiona



Sensible girls know Fiona lashes are the best. Permanently curled, waterproof, secure, in two styles and at a reasonable price - obviously the most practical choice. (As well as fashionable.)

Your customers are already sold on Fiona. It's only common sense. Now it's up to you to be sensible, and stock up on what they want. Fiona - in two pretty packs and a neat display outer.

12/10 or 16/10

Manufactured by
R. BRANDT & CO.,
(Manufacturing) LTD.

Ribra House,
Dalston Gardens,
Stanmore, Middlesex.

**Do not
disappoint
your customers
—stock and display**

Askit

**Powders and tablets for the safe and
speedy relief of headaches, colds,
chills, rheumatic and nerve pains.**

EX ALL LEADING WHOLESALE HOUSES


C&D
CHEMIST AND DRUGGIST

'Drug Interactions Tabulated'

C. & D. January 18, 1969

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The Chemist and Druggist,
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Packed in eye-catching cellophane-pack or colourful display-box. Elastic or taped legs. White, Pink, blue, yellow. Small, medium, large, extra-large. Samples and price-List. QUANTITY QUOTATIONS. (Mfr'd. by)

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BURROUGH'S A.A.**

James Burrough Ltd, Vauxhall St., London S.E.11

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Whatever are Maws thinking of?

Good Heavens!

GIRLS!

In fact we admit we have been thinking about them for some time. (Well, haven't most of us?) But girls expect more than mere thoughts these days! So we have turned our thoughts – our more beautiful ones that is – into deeds. Deeds for you to profit by... For now Maws introduce a completely new range of skin care products.



Softcare

SOFTCARE is a complete cleansing, toning and nourishing, range of products incorporating all the latest developments in skin care; and there's a hand lotion as well. All attractively packaged. All sensibly priced.

The new SOFTCARE range is being launched with a special Consumer Offer of a FREE box of

Nu-soft beauty tissues with every purchase.

Is being supported by full-colour, full-page advertising in the Women's press.

Is being boosted by a wide range of high-impact display and point-of-sale material.

Is available to CHEMISTS ONLY and carries extra bonus discounts giving 57½% profit to you.

Stock up NOW with SOFTCARE – And fill your shop with pretty girls.



**You know the story of Polarisation!
Bartex the only 100% perfect polarised
sunglasses with money refunded
guarantee. Polarised sunglasses ranging
from 24/6 to 45/-**

Model shown 1969 special No. PL819—39/6.

Bartex polarised sunglasses A

Alfred Franks & Bartlett Ltd.,
276 Vauxhall Bridge Rd., London SW1. Telephone: 01-828 9301/6

Only Bartex allows your customers a complete money-back guarantee whilst you still retain your profit.

Sell Bartex and you can't lose. They're the only polarised sunglasses backed by a complete guarantee. If your customer isn't satisfied (very unlikely) the glasses come back to us, we refund their money, and you don't lose a thing.

Apart from that, Bartex offer a whole range of polarised sunglasses that sell from only 24/6 to 45/-. Glasses that do everything the more expensive ones do—cut down intense direct sunlight, ultraviolet rays, eliminate irritating glare.

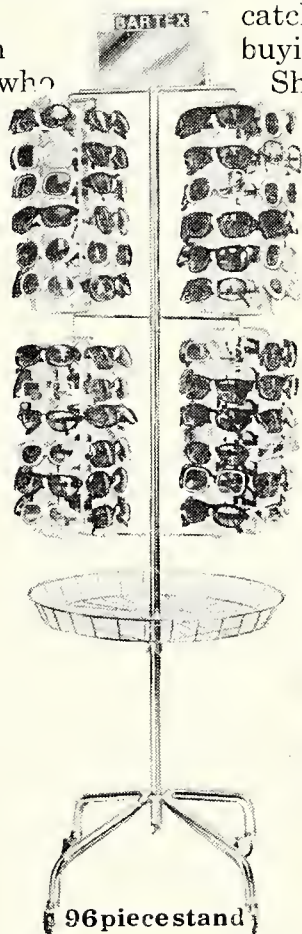
Styles range from high fashion to traditional, and for customers who wear glasses permanently there

are Bartex polarised Clipovers, Lightweight, scratchproof, shatterproof. From only 21/- for the standard to 27/6 for the Flip-Clip.

By the way: if you thought you noticed something missing from the special Chemist & Druggist supplement last week, you were right. It was us. You received our brochures the previous week in the quarterly supplement—therefore you know our story.

All sunglasses are individually boxed in eye-catching packs to create maximum impulse buying.

Shown below are some of the beautifully designed display stands by Bartex.



**Somebody's
told her
young legs
are coming
back!**





...could be you!

Just because a girl has varicose veins she doesn't have to look like a hospital patient — not now that you can supply her with attractive Lastolita stockings. Lastolita conform to specifications for lightweight elastic yarn stockings — and they're flattering with it! Have you adequate stocks? — here's why you should:

- ★ Heavy consumer advertising.
- ★ Exceptional trade terms for packs of 1/2 dozen pairs. More profit for you.
- ★ Rigid quality control—backed by immediate replacement without question.
- ★ Quick, reliable delivery.

Lastolita

Lightweight foundation
stockings by Lastonet
LASTONET PRODUCTS LIMITED
REDRUTH CORNWALL

It takes a lot of nerve to muck about with a brand leader.

No it doesn't... not when you've
got a new advanced formula for hairspray.

Not when you've tested it,
and thousands of women have told you overwhelmingly,
it's the formula they want.

Not when it gives you a remarkable hairspray:
one that really holds, yet really leaves hair soft and
natural to the touch.

Not when you're spending more than ever
before on advertising; in 30 and 7 second spots nationally.
In full-colour pages in Woman's Own, Petticoat, Honey,
19', Rave and Showguide.

It didn't take courage to change Supersoft Hairspray:
it took a great, new soft touch formula.

So if you're only giving Supersoft the display a
brand leader deserves... well, now's the time
to give it a little extra.

WIN WIN WIN

Ideal hands win 'Ideal' home!



£8,000 'Hands & Home' Contest

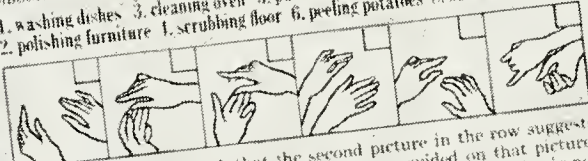
Enter this easy-to-do contest and win a luxury Georgian-style house, worth at least £8,000. Or take the £7,000 in cash. Also to be won, 120 runners-up prizes of Moulinex 'Major' Food Mixers, each worth £5.15.6, at current recommended retail price.

THE LEAMINGTON HOUSE


This is the latest 4 bedroom, centrally-heated detached house with garden from the 'New Ideal Homestead' exhibition. Win the house, freehold, on one of the 1909 'Ideal Home' exhibition sites around the country, subject to planning permission being available. The house will carry the N.H.B.R.C. ten-year guarantee.

ALL YOU DO is to match six of the following eight descriptions of hands at work to the right six pictures, using your skill and intelligence. These jobs are all the kind you need Atrixo protection for - to keep your hands smooth, soft, and lovely. Atrixo's unique double action both protects and smoothes.

1. washing dishes
2. polishing furniture
3. cleaning oven
4. scrubbing floor
5. painting woodwork
6. peeling potatoes
7. hanging up washing
8. bedding out plants

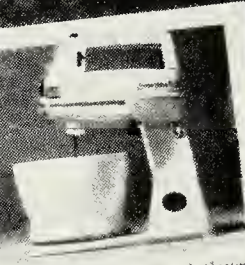


For example, if you think that the second picture in the row suggests 'peeling potatoes', then put '6' in the space provided on that picture. Then complete the contest by finishing this sentence about Atrixo in not more than 12 words:
"Before I use my hands, I use Atrixo because

Finally, buy a tin or tube of Atrixo and quote in this space the number printed on the base of the pack immediately below the  symbol

ADDRESS

120 Moulinex Food Mixers



Marvellous home help, the Moulinex 'Major' Mixer Table Model. Saves you time, saves your hands, and comes up with marvellous results every time. In two-tone ivory grey with bowl, stand, 3-speed beater, and two pairs of stainless steel blades.

RULES

1. The competition is open to all U.K. residents, except employees (and their families) of Southalls (Sales) Ltd., New Ideal Homesteads Ltd., their respective advertising agents, and anyone else connected with the handling of this competition.
2. Entries must be received by June 30 1969 and must quote order number from base of tin or tube.
3. The winner will receive a detached 'Leamington' house supplied by the New Ideal Homesteads Ltd., or any of their available sites in the U.K., subject to the provisions set out in the full rules of the competition.
4. The competition will be judged by a panel of experts, whose decision will be final and binding. No correspondence will be entered.
5. Results will be published in Competitor's Journal on 12th August 1969. Full rules obtainable from Atrixo 'Hands & Home' Competition, 47 Euston Place, London N.W.7. (Send S.A.S.)

Handy Bonus - 6d off! Get a flying start to the contest - take this 6d voucher with you when you buy your contest-entering tin or tube of Atrixo and get 6d off any size.

6d OFF
atrxix

Note to dealer: This voucher will be redeemed at face value by our representative provided that you accept it from your customer against a purchase of Atrixo. Or, vouchers can be forwarded to Southalls (Sales) Limited, Boswell Road, Watlington, Oxford, OX1 2JF.

ATRIXO



Ideal hands win 'Ideal' home win ideal sales for you!

Here's how:

We take a real seller like Atrixo and back it with a great competition. Then advertise it in full colour in leading women's magazines: Woman's Own, Woman's Weekly, Woman's Realm, and Family Circle. And support it at point-of-sale with leaflets in a neat, space-saving dispenser.

BIG PRIZES—£8,000. The competition itself is easy to enter and intriguing—and look at the prizes! First prize is a super Ideal Home (or £7,000 cash), and there are 120 runners-up prizes of Moulinex Major Food Mixers.

BIG SALES—16 million coupons.

And, what's more, there's a '6d. off' coupon in every advertisement as well. When the competition's rolling, there will be over 16 million poised for Atrixo purchases!

That's the story of the competition and on the left, the advertisement that will tell your customers all about it. The competition runs until June 30th. Write for leaflets and competition dispenser to: Southalls (Sales) Limited, Bessemer Road, Welwyn Garden City, Herts.

Stock up now, get Atrixo on display, and win sales!

an S&N product

Winter Weather

**means pastille
weather**

...Blue Special Pastille sales

The quality range of Blue Special Pastilles from Meggeson-Warrick brings really profitable sales. The range includes:

Catarrh
Smokies
Cherry Cough
Glycerin of Thymol
Menthol & Eucalyptus
Glycerin Lemon & Honey
Glycerin & Blackcurrant

...giving your customers a wide choice of flavours in attractive packs

...giving you guaranteed turnover with extra profit of:

A bonus parcel available until 28th March, of an assorted 4½ dozen in a free sell-out display for 70/- (normal cost 77/7) — that's over 66% profit on cost.

13 to the dozen on any one dozen Blue Special except Glycerin Lemon & Honey and Glycerin & Blackcurrant

Extra discount if part of order for other White Laboratories lines

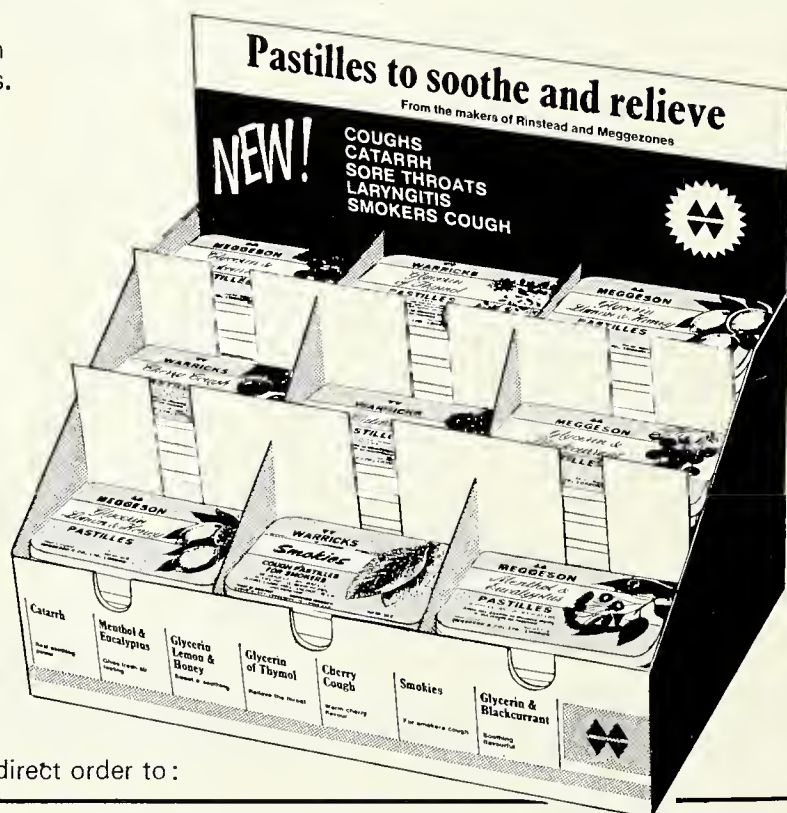
Bonus available from our representative or on direct order to:

WELLCOME INSTITUTE LIBRARY

Coll. **WelMOmec**

Coll.

No.



White Laboratories Ltd., Meggeson-Warrick Division,
Penarth Street, London, S.E.15. Tel. 01-639 7878

The Triangle Trust helps people of the Pharmaceutical Industry

The Triangle Trust 1949 Fund is an independent charitable trust whose main purpose is to give assistance with education expenses or to relieve hardship or distress for people, and their dependents, working in the pharmaceutical industry in Britain and the British Commonwealth.

The Trustees will consider sympathetically any applications for assistance, beyond the scope of an employer's responsibilities, concerning education or training at recognised centres of study for general or special subjects, including music and the arts.

For additional information, or to apply for assistance, write to:

The Secretary, Dept CD
The Triangle Trust 1949 Fund
Clarges House, 6 - 12, Clarges Street, London W1

FOR PAIN

PANDRIN

SWIFT, SAFE, SURE

For

COLDS

FLU

RHEUMATIC PAINS

NEURITIS

The Modern aspirin-free analgesic

FROM YOUR CHEMIST ONLY

25 Tablets 5/-

DALES PHARMACEUTICALS LTD., LONDON, W.4



CHEMIST AND DRUGGIST

ESTABLISHED 1859

THE WEEKLY NEWSPAPER FOR PHARMACY
and all sections of the drug, pharmaceutical,
fine chemical, cosmetics, and allied industries

*Official organ of the Pharmaceutical Society of Ireland
and of the Pharmaceutical Society of Northern Ireland*

Volume 191

March 8, 1969

No. 4647

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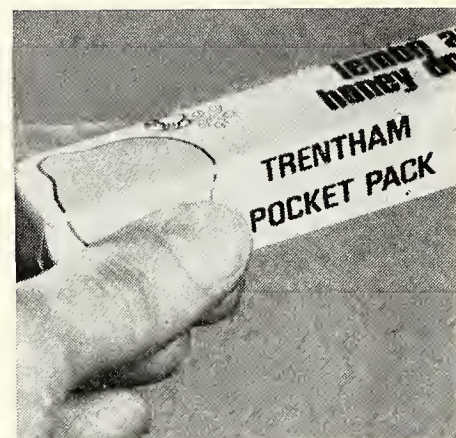
which includes The Chemist and Druggist Year Book and
Buyers Guide, £5. Single copy 2s. 6d. (including postage).



MEMBER OF THE AUDIT BUREAU OF CIRCULATION

© MORGAN-GRAMPIAN LIMITED, 1969

Chemists' share of medicated sweet trade sags... 'RETAIL BUSINESS'*



Perfect packs for impulse purchase.

The recent survey reveals a significant change in the distribution pattern of glucose and medicated sweets. These products—historically marketed through pharmacies—are being sold increasingly through sweetshops and supermarkets, to the detriment of the traditional outlet.

PRIVATE SURVEY

A private investigation conducted by Trentham Laboratories has isolated the major reasons why this trend has developed so rapidly; the contributory factors are as follows:

1. Manufacturers' imposition of bulky, cellophane pre-packaging has severely restricted display potential on the chemist's crowded counter.
2. Prices of medicated confectionery have jumped in recent years, taking them out of the 'impulse' into the 'considered' purchase classification. Most packs retail at 1/6d. or more—and tinned pastilles at around 3/- are virtually eliminated from the self service field.
3. The chemist has little or no incentive to stock and display, for as prices have risen, percentage profits have suffered—often a result of higher purchase tax levels.
4. Several national confectionery makers have introduced mildly medicated pro-

ducts into sweetshops and supermarkets. Sold at considerably lower prices than traditional lines—and enthusiastically promoted in national advertising—these brands (not readily available to chemists) are creaming the top of what is undeniably a growth market.

CLOSING THE GAP

The market trends are plainly discernible. The situation will continue to deteriorate unless a low-price high-profit alternative to traditional brands becomes available to chemists. But in addition to price/profit structure the new line must comply with other conditions suited to the pharmacy. The product should be presented in traditionally popular flavour formulae—but under a new umbrella brand name. It must be capable of compact display at convenient pick up points. Packaging should promote a para-medical image—yet be bright and attractive to encourage impulse purchase. And unit packaging should be compact and convenient.

ARE 'POCKET PACKS' YOUR ANSWER?

All the foregoing pre-requisites are met in a new range of medicated confectionery from Trentham Laboratories, marketed under the name 'POCKET PACKS'. Pocket Packs have been created specifically to fill the market gap revealed by this research. Formulated to the highest quality hard boiled sweet specifications, Pocket Packs are offered in four traditional and incidentally delightful, flavours.

1. Cough candy drops
 2. Lemon and Honey drops
 3. Menthol and Eucalyptus drops
 4. Cherry cough drops
- * The quality is exceptionally high, with delicious flavours to encourage repeat sales.
 - * Pack shape and size ideal for customer's pocket
 - * 3 dozen outer requires only four inches of counter space—4 flavours together measure only sixteen inches across.
 - * Unit and outer design are simple, colourful, para-medical.
 - * The price is right for pick-up sales—a single coin—1/-
 - * The margin is exceptional—51 % on cost.

Distributed by Potter & Moore
(Division of E. C. De Witt & Co. Ltd.)
Lavender House, Leyton, London, E.10.
Tel: 01-539 3334.

Available on Bonus Terms either direct from Potter and Moore or through your usual wholesaler. Marketed by Trentham Laboratories, of Nottingham.

*'Retail Business' is published by the Economist Intelligence Unit Ltd.

You *must* be concerned at recent developments in the medicated confectionery field. Here is an opportunity to arrest and reverse the trend. Simply post this coupon to Potter & Moore, Lavender House, Leyton, London, E.10.

Name _____

Address _____

Please send me samples and full information on Pocket Packs.



Four delightful flavours take up only 16" on your counter.



CHEMIST AND DRUGGIST

Volume 191

MARCH 8, 1969

No. 4647

Tax on Photography

"REDUCED RATE" CALL FROM DEALERS

THE Chancellor of the Exchequer in his next budget "should follow the dictates of justice" and make the purchase tax on photographic goods $33\frac{1}{3}$ per cent.—as for other sports and hobby industries, says a joint statement from the British Photographic Manufacturers', Photographic Dealers' and Photographic Importers' Associations.

"The photographic industry . . . is extremely concerned at the reduction in trade and consequential difficulties that have resulted from the changes in purchase tax last March, when the rate for photographic goods was raised in some instances from nil and in all other instances from $27\frac{1}{2}$ per cent. to 50 per cent. Since then the rate has been raised to 55 per cent. The need, in the interests of the national economy, to increase purchase tax is appreciated, but it is apparent that the photographic industry has been singled out for particularly severe and discriminatory tax increases," says the statement.

Pharmaceutical Industry

ASSOCIATION'S NEW OFFICER

ELECTED *President* of the Association of the British Pharmaceutical Industry for 1969-70 is Mr. G. J. Wilkins, B.Sc. (a director of Beecham Group, Ltd., and chairman of its pharmaceutical division) in succession to Mr. J. A. Lumley, F.P.S. (chairman and managing director, Riker Laboratories). The A.B.P.I. board of management has also elected Messrs. S. E. Andrews (Parke, Davis & Co.) and J. A. Smith (Upjohn, Ltd.) as *Vice-presidents* of the Association. Mr. Lumley remains on the board as immediate past-president. Mr. F. W. Griffin (B.D.H. Group, Ltd.) was re-elected *Vice-president* and *Treasurer*. The appointments take effect on April 25 (see also p. 208).

Industry Profits

NEED FOR STUDY BY ECONOMISTS

A PLEA for more attention to be paid by "sincere academic economists, not motivated by political doctrine or theory" to the complex issues involved in determining whether the average levels of profits in industry were reasonable or not was made by Mr. George Teeling Smith (O.H.E. director) in the last of this year's series of Office of Health Economics winter lectures on February 19. It was wrong, he said, to suggest that the special cir-

cumstances of the National Health Service had created the need for price agreements between the industry and the Department of Health. If anything, pressures on prices and prescribing under the N.H.S. and under the social security schemes on the Continent had tended to reduce rather than to inflate prices and profits in the industry in Europe. What evidence there was suggested that in North America, where medicines were not yet generally covered by any health scheme, the industry's profitability was higher than in Europe. Nevertheless, the pharmaceutical industry in Britain had co-operated with the Government in a voluntary price regulation scheme since 1958. Originally that had been based on the idea that prices in Britain should be no higher than those overseas, because at that time it was believed that the N.H.S. encouraged high pricing. When that proved to be a misconception, emphasis had shifted on to company profits, but no general economic theory had yet been developed to provide a basis on which the reasonableness of prices could be judged. The Sainsbury Committee had pointed out that "apparently unreasonable" profits might be necessary as an incentive to research, but nevertheless had concluded, without giving reasons, that some profits in the in-

dustry were excessive. In addition, economists differed in their opinions of whether the present average profitability of the industry as a whole was reasonable or not. It was thus extraordinarily difficult to devise a scheme to satisfy the Committee of Public Accounts that the prices charged to the N.H.S. for medicines were not excessive.

World Health

ORGANISATION'S 1970 BUDGET

THE executive board of the World Health Organisation has recommended to the next World Health Assembly a budget of \$67,399,000 for 1970, an increase of 8 per cent. over the current budget of \$62,401,800. Most of the increase will be required to maintain the 1969 level of operations. Members expressed unease about the global strategy of malaria eradication in the face of reverses reported from Ceylon and India. However, of the 146 countries and territories affected at the beginning of the campaign, thirteen are now entered in the W.H.O. official register of areas where malaria eradication has been achieved and twenty-three others claim eradication but are not yet registered. Significant progress was made in the smallpox eradication campaign in 1968. It was estimated that one billion people lived in the smallpox endemic areas of the world and that 200 million of them were vaccinated last year. The aim for 1969 is to vaccinate 300 million. There are smallpox eradication programmes in eighteen of the twenty-seven countries where the disease is endemic; a further six will start programmes this year. The final number of smallpox cases reported in the world for 1968 is expected to reach 70,000 — a reduction of more than 40 per cent. from the 122,000 cases re-



SAMPLING OR TASTING? Mr. David Ennals (Minister of State, Department of Health and Social Security) appears to be sampling some medicine handed to him by Mr. Albert Howells (president of the Pharmaceutical Society). They were, in fact, demonstrating the new metric medicine bottle and 5-ml plastic spoon at a Press conference in London on February 27 to publicise the changeover to the metric system (see p. 206).

ported for 1967. There is a continuing demand for freeze-dried vaccine and production facilities are being expanded and improved with help from U.N.I.C.E.F. and W.H.O.

Safety-razor Sales

SEVEN PER CENT. UP IN 1968

THE total value of sales of complete sets of safety razors in 1968 showed a rise of 7 per cent. on 1967; exports were 10 per cent. up. Total sales of stainless steel safety razor blades rose by 18 per cent. and exports by 33 per cent. while total sales and exports of other safety razor blades were 8 per cent. and 15 per cent. up respectively. The total value of sales of complete sets of safety razors for the quarter of 1968 at £348,500 was 21 per cent. higher than in the corresponding quarter of 1967, sales for export rose by 18 per cent. The total value of sales of stainless steel safety razor blades in the fourth quarter was 14 per cent. higher than in 1967; export sales were 26 per cent. higher, but the sales value of other safety razor blades fell by 8 per cent. while export sales were 5 per cent. lower.

Measles and Influenza

MINISTER'S ADVICE TO PARENTS

THE "striking effect" of the measles vaccination campaign started in the summer of 1968 was described by Mr. David Ennals (Minister of State for Health) on February 15. He said the epidemic that, by all the rules, should have begun had not developed. "We have had only about a fifth of the notifications we would expect in the first five weeks of the year, and we had, perhaps, 100,000 less than we would have expected in the last three months of 1968. A lot of children are going

to be spared an attack of an illness that can be quite damaging, leaving unpleasant after-effects." The need was now to press home the advantage and to get all children protected, said Mr. Ennals. "Why do some parents not so choose?" Mr. Ennals went on to praise the producers of influenza vaccine for making a remarkable effort in having so far provided 1,380,000 doses of vaccine against the new strain. Deaths attributed simply to influenza in January were 202, against over 3,000 in an outbreak of the old strain in 1968. "If the January experience is all we are going to get, it has been the mildest influenza outbreak for many years," with 300,000 fewer claims for sickness benefit than for the corresponding period of 1968.

Restrictive Practices

SUGGESTIONS FOR INQUIRIES

THE Board of Trade secured during 1968 a number of suggestions and requests by complainants concerning topics to be investigated by the Monopolies Commission. The list is given in the Board's 1968 annual report on the Monopolies and Mergers Acts, 1948 and 1965 (H.M. Stationery Office, price 2s. 3d.). It includes the following classified under headings designed to give an indication, in general terms, of the principal grounds on which the complainants seem to have based their suggestions:—*Effects of monopoly on prices to consumers.*—The supply of mercury hearing aid batteries; spectacle frames and lenses. *Effects of monopoly on prices to industrial and commercial users.*—The supply of sodium metasilicate. *Effects of monopoly on ability to obtain supplies.*—The supply of cosmetics and toiletries. During the year, says the report, "Kodak, Ltd., con-

tinued to consult the Board of Trade on matters affecting the price and distribution of colour film." The measures agreed with the President of the Board of Trade, Unilever, Ltd., and Procter & Gamble, Ltd., about matters raised in the Monopolies Commission's 1967 report have been kept under review by the Board, and a "formal review" is being undertaken in 1969.

Chemical Industry

TRAINING BOARD'S GRANT SCHEME

DETAILS of the 1969-70 grants scheme of the Chemical and Allied Products Training Board will be available, it is hoped, by mid-July, according to the Board's sixth bulletin. The scheme will cover training carried out up to July 31, 1970. Once again the levy covering the calendar year 1969 is expected to be payable in two parts—probably in September-October 1969 and March-April 1970. Like the 1968-69 levy, it is expected to be set at 1.7 per cent., but it could vary with changes in the scheme and with the extent to which companies claim grants in the current year. Also issued are two information papers, the first dealing with the special supplementary management development grant and including guidance on the development of management and supervisory planning procedures; and the second concerned with computer training to companies with fewer than 100 employees they are supplied only on special request.

Amphetamine Powder

CHEMISTS WARNED NOT TO DISPENSE IT

TOWARDS the end of 1968, in order to control the prescribing of methylamphetamine for injection, the Ministry of Health came to a voluntary agreement with manufacturers and the medical profession that supplies of the product should be limited to hospitals. Since that time the attention of the Council of the Pharmaceutical Society has been drawn to the fact that amphetamine sulphate powder, in 5- or 10-g quantities, is being prescribed in London and elsewhere in circumstances that tend to suggest that the preparation is to be used for injection, and to circumvent the voluntary agreement. The Council advises all pharmacists to refuse to dispense any prescriptions they may receive for amphetamine sulphate powder.

Dental Drugs

NOW IN AN APPROVED LIST

THE drugs prescribable by dentists for patients under the National Health Service are now set out in a list approved by the Secretary of State for Social Services and not, as hitherto, in the Third Schedule to the National Health Service (General Dental Services) Regulations, 1967. The changed procedure arises from section 23 of the Health Services and Public Health Act, 1968; and new Statutory Instrument, the National Health Service (General Dental Services) Amendment Regulations, 1969 (H.M. Stationery Office, price one shilling).

SECOND THOUGHTS ON GREEN PAPER

Mr. Crossman accepts general criticisms

A WORKING party has been set up to prepare proposals for a two-tier system of control for the National Health Service, following almost universal criticism of the single-tier system elaborated in the Green Paper published for discussion in July 1968 (see *C. & D.*, July 27, 1968, p. 72) when Mr. Kenneth Robinson was Minister of Health. Mr. RICHARD CROSSMAN (Secretary of State, Social Services), speaking at the Bethel Hospital, Norwich, said that almost all the commentators on the Green Paper had agreed that a modern health service should be unified, believing that the current three-part administration of hospital boards, Executive Councils and local government hindered an efficient health service aiming at the best possible service to the patient.

Effective Voice

Almost all had condemned those Green Paper proposals that would concentrate authority at the centre and exclude the possibility of a second tier of district level executive committees in which both the local people who used the service and those who worked in it could have effective

voices. The Minister said he welcomed the virtual unanimity with which the criticisms had been voiced just as much as he welcomed the virtually unanimous support for a unified service. It was clear that not only the general public outside the health service but also those who worked inside it felt strongly that the managing body running the service in each area must be a good deal closer to it than would be possible under the Green Paper concept.

The criticism of the single-tier system in the Green Paper was much clearer and more precise than the ideas so far put forward of how the two-tier system could actually work, but he had been urged that any new system should take the form of district executives based on districts served by one or more hospitals. Above them should be a second tier of regional authorities, probably much smaller in number than the proposed forty or fifty area health boards suggested in the Green Paper. Mr. Crossman was not yet sure whether a really practicable district executive scheme could be worked out but added "it is certainly well worth trying . . ."

IRISH BREVITIES

THE NORTH

THE Ulster Chemists' Association are holding their annual conference at the Imperial Hotel, Enniskillen, co. Fermanagh, May 2-4.

PRESCRIPTIONS dispensed in Northern Ireland during December 1968 numbered 859,280 (556,901 forms). Total cost was £584,048, an average of 163.13d. per prescription.

NEWS IN BRIEF

BANK rate was raised to 8 per cent. on February 27.

THE Joint Ministerial Commission for Prices in Italy caused a lowering of the retail prices of 1,700 pharmaceutical products as from February 20.

THE National Chamber of Trade has advised its members to give consideration to trading practices, especially price reductions and sales, that might lead a retailer into the courts through the simplest errors.

A LEADING air freight forwarder (Emery Air Freight Corporation), increased its shipments of drugs and cosmetics by 327 per cent. in 1968, carrying more than 8,000 individual shipments in the category at revenues of around £110,000.

IN "Heart to Heart," on B.B.C. Radio 4 on March 14, Eileen Capel is telling the story of blood transfusion, the methods used for grouping and matching and of the organisation for the collection and distribution of blood.

THE 1969 list of products approved for use by farmers and growers under the Agricultural Chemicals Approval Scheme is now available to farmers and commercial growers free of charge from the divisional offices of the Agricultural Departments. The list gives a wide choice of officially approved chemicals and hints on the safe handling of chemicals.

ITEMS accepted for Design Index of the Council of Industrial Design in February include Kodak cameras models Instamatic 33, 133 and 233 of Kodak, Ltd., Kodak House, Kingsway, London, W.C.2 (the models are made of plastic-coated steel, aluminium and brass with black, silver and chrome finish); Photax slide case, Eclipse model, by Photax (London), Ltd., Hampden Park, Eastbourne, Sussex; and Photax slide viewers models 401 and 402.

THE Council of Industrial Design is inviting product and packaging material manufacturers to submit entries for a display of gift packaging to be held at the Design Centre, London, July 14 to September 13. The display will coincide with the Design Centre's annual summer tourist exhibition "Shopping in Britain." The packaging must be made in Great Britain and should be complete with its contents. Selection points will be a high standard of design and manufacture with point-of-sale appeal and proper protection for the contents. Entry forms from Miss Jo McLeod, Council of Industrial Design, 28 Haymarket, London, S.W.1.

TOPICAL REFLECTIONS

By Xrayser

Blast-off

At the moment of writing we are poised waiting for the "count-down." On March 3 we hope to glide imperceptibly from the inconsistencies of the imperial and apothecary systems of weights and measures into a new era. We have sheaves of instructions; we have a slide rule; we have new bottles of metric volumes; we have—some of us—new metric weights; we have a new edition of the British National Formulary, side by side with its larger brother the British Pharmaceutical Codex; and we have a large supply of plastic 5-ml spoons. I note, with regard to the last-named, that only in Scotland will there be automatic issue of the medicine spoon with *every* bottle of medicine. The English pharmacist will be required to ascertain by cross-examination whether the patient already has one. That is not what I was led to believe from the recent letter of Mr. J. Wright (secretary of the Central National Health Service (Chemist Contractors) Committee) in your columns (p. 120). Over the past week or two a few of our physicians have been trying out their fledgling metric wings with varying success for, unlike the figure twelve, ten is not readily divisible by three. The tables of conversions and equivalents are likely to be in constant use for some time. My own feeling is that the instructions are too rigid, and that the pharmacist might have been permitted more personal discretion, always subject to clear endorsement of his interpretation. But until the new regime has been in operation for some time I shall defer final judgment. There is a vast difference between theory and practice, and it is unlikely that those who have worked hard on the general principles have been successful in providing for all contingencies. Excuse me for one moment. I have just been handed a prescription for a proprietary preparation, written entirely in the metric system. The dose stated is "one to one-and-a-half 5-ml spoonfuls." Pass me the slide rule and the sheaves of instructions. And if anyone wants to see me I am heavily engaged.

A Professional Problem

The very brief report of the remarks of Mr. J. P. Kerr (member of Council, Pharmaceutical Society) at the dinner of the Southend branch (p. 194) of necessity gives no more than a hint of what he probably expounded more fully. Mr. Kerr is reported as having said that they (pharmacists) must stand up to and speak up against legal but unsocial exploitation of their professional services by Swanns or Petros. I would judge from that that the speaker was referring to doctors who prescribe dangerous drugs in large quantity without regard to personal need or to the ultimate destination of the drugs. The problem is one I should like to see discussed at length, and it may be that Mr. Kerr himself will expand on the theme, for though it probably concerns only a limited number of pharmacists, those so affected are concerned very deeply. Only a week earlier you reported Mr. James Callaghan as saying that he was particularly concerned about the number of teenage drug takers whose activities had been encouraged by a "tiny number" of doctors, and he proposed to consult the General Medical Council on the problem. A problem it very clearly is if the Home Secretary feels he can take no effective action without the consent of the G.M.C. What should the attitude of the pharmacist be if confronted with a legal, if patently anti-social, prescription? Should he refuse to dispense it? Obviously consultation with the prescriber would avail nothing. Should he dispense it and notify the Home Office? And what would that avail in the light of the Home Secretary's statement at Cardiff? I have no experience of circumstances of that kind, but obviously some have, and their problem puts them in a most difficult position. Not having heard Mr. Kerr, I would like to know what action should be taken, especially when one is faced with antisocial people.

New Health Minister

There have been Ministers of Health of long service and brief service since 1948, but the successor to Mr. Kenneth Robinson must surely hold the record in brevity in the Ennals of N.H.S.

Metric Dosages Explained to the Press

DOCTORS' DISPENSING FREEDOM SURPRISES THE MINISTER

MR. DAVID ENNALS (Minister of State, Department of Health and Social Security) while chairing a Press conference in London on February 27 to explain the changeover of medicines to the metric system, appeared not to have been fully briefed on the situation by his Department. Asked why dispensing doctors were not legally bound to dispense in metric from March 3 he declared that they were. MR. J. CHARLTON (National Pharmaceutical Union) who was on the platform, had then the embarrassing task of pointing out to the Minister that the relative Statutory Instrument did not mention the dispensing doctor. Later Mr. Ennals said the doctors had been informed of the change and he was sure they would co-operate—a sentiment with which Dr. A. J. Rowe (British Medical Association), concurred.

In his speech Mr. Ennals had said that the Pharmaceutical Society of Great Britain had campaigned for completely metric medicines for a long time, and had played an active part in preparing the agreed procedures for converting from the imperial and apothecaries' measures into metric terms.

After explaining how the change would affect the public, Mr. Ennals said it might be asked "Why start now? Why not wait for the introduction of metrication in other fields?" Metrication in pharmaceuticals, however, had started years ago, and pharmaceutical specialities presented as tablets, capsules, lozenges and injections were already metric. It had for some time been the intention of the professions that complete metrication should be brought in with the publication this year of the British Pharmacopoeia, British Pharmaceutical Codex, and British National Formulary because they believed that the system was a more satisfactory system of measurement and therefore better for the patient. Those were the primary reasons; but the pharmaceutical industry was a leading export industry, and was expanding its markets on the Continent. The advantages of metrication in that field were obvious.

Why the Leaflet?

It might be some time before many people had need to take a newly formulated medicine and that was the reason for giving out an explanatory leaflet with the medicine. "We shall continue to make this available until everyone is familiar with the use of the new medicine spoon," he said. Finally Mr. Ennals warned "Changes take a little time to work in, and at first there will be quite a little extra work for the pharmacist. So if, during the next week of two, patients have to wait a few minutes longer for their prescription, I hope that they will be understanding and not blame the chemist."

MR. A. HOWELLS (president of the Pharmaceutical Society) said "Our fear is that the 'man in the street' has only

the haziest idea of what a millilitre is. I don't know whether any of you ladies and gentlemen would care to take a sample survey in the street putting the simple question: 'What are 5-millilitres?' My belief is you would get some surprising — and perhaps amusing answers. Medicines today, however, are so potent — and some mixtures are even more concentrated as a result of metric reformulation — that we can't afford to be amused by public ignorance about dosage. The correct dose must be taken for the requisite period if full benefit is to be derived by the patient. The metric education of the public certainly cannot wait until the milk comes on the doorstep in litres. They must learn now — as medicines go metric — and the main responsibility for teaching the public will fall upon the pharmacist."

For pharmacists the cost factor in the transfer to the metric system was about £100,000, most of it being spent on new weights and measures for Britain's 13,500 pharmacies.

To questions on the new medicine spoon MR. A. D. THORNTON-JONES (Pharmaceutical Society), was asked to reply. He mentioned that a committee had worked on the specification for three years, and the spoon had been tested in use for two years. MISS C. E. MOZLEY-STARK (Department of Health) said that up to that time about 15,000 batches of 250 plastic spoons had been distributed to chemists dispensing

under the Health Service.

[We understand that there may be some initial shortages.—EDITOR.]

MR. ENNALS, replying to an inquirer who asked for advice on what to do with old medicines in tablespoon doses, etc., said "Throw them away." He would like to think that people would go through their medicine cabinets and take that action immediately. "Let us hope that, as we go into the metric age, we shall also go into the safety age," he said. The new medicine spoon, cleaned after use, should be stored in the medicine cabinet.

Asked if all proprietaries would be in metric dose, MR. A. G. SHAW (Association of the British Pharmaceutical Industry), said that many manufacturers had already reformulated their products. Others were doing so. MR. W. G. HOLLIS (director, Proprietary Association of Great Britain) said that the over-the-counter products were less potent than prescribed medicines and there was not the same urgency for change, but it would come. Pressed whether that would be in months or years, Mr. Hollis said "Not months. A year or more." When it was suggested that delay would cause confusion in the minds of the public MR. HOWELLS agreed. He regretted that not all sectors were changing over at the same time, and hoped the proprietary makers would speed up their individual changeover. MR. ENNALS added that the sooner makers moved into metric the better.

INFORMATION AGREEMENTS

New registration proposals

THE Board of Trade is proposing to make an Order under the Restrictive Trade Practices Act, 1968, calling for registration with the Registrar of Restrictive Trading Agreements of information agreements relating to prices, terms and conditions of sale, and costs, but excluding so far as possible categories of information agreements clearly beneficial and in the national interest.

The effect of the Order would be that parties to information agreements covered by it would have to register them with the Office of the Registrar of Restrictive Trading Agreements within three months of the date of the Order or, if they were new agreements covered by the Order, before the orders took effect. The Registrar of Restrictive Trading Agreements would then consider whether each agreement was likely to cause detriment to the public or to any section of it (for example, by discouraging competition between the parties to it). If the Registrar was satisfied that there was no such danger of detriment he might ask the Board of Trade for a direction that he need not refer the agreement to the Restrictive Practices Court.

The present proposals would apply to information agreements relating to prices, terms and conditions of sale, and costs (categories which in practice could be used to substitutes, or near

substitutes, for the type of restrictive trading agreements (particularly price fixing agreements) with which the 1956 Act deals).

Under the proposals, however, a wide range of information agreements would be excluded from the requirement to register. They include agreements relating, for example, only to quantities of goods produced, processes of manufacture, persons to be supplied, and areas in which goods are to be supplied. There would therefore be no obligation to register such agreements, and no liability, provided that they were not in effect restrictive agreements liable to registration already under the 1956 Act, for them to be examined by the Court. It is also intended to exclude information agreements, even in relation to prices, terms and conditions or costs, that:— (a) relate solely to the supply of goods by export, (b) provide for the collection of statistical information for national purposes, or (c) relate to genuine schemes of inter-firm comparison.

The notice containing the proposals, and an explanatory note, may be obtained from Economic (General) Division 2, Board of Trade, 1 Victoria Street, London, S.W.1, to whom representations should be addressed before April 11, which is the expiry date of the period allowed for making representations.

IN PARLIAMENT

BY A MEMBER OF THE PRESS GALLERY, HOUSE OF COMMONS

WHEN MR. A. BLENKINSOP asked the Home Secretary what advice he was seeking from the Advisory Committee on Drug Dependence concerning new drug-control legislation, MR. JAMES CALLAGHAN (Home Secretary) in a written answer on February 28, said he looked forward to "full consultation with and advice from" the Committee preparing any new proposals. He would take full account of any recommendations the Committee wished to offer.

Compulsory Acquisition of Premises

MR. G. J. OAKES asked the Minister of Housing and Local Government what representations he had received on the level of the compensation awarded to small shopkeepers on the compulsory acquisition of their livelihoods, and what consideration he had given to those representations. MR. KENNETH ROBINSON (Minister for Land) in a written reply on February 25 stated that representations about compensation for small shopkeepers had been received from several sources and were being studied as part of the Government's review of the compensation code.

Prescription Charges

MR. E. LEADBITTER asked the Secretary for Social Services on March 3 how many persons other than those receiving supplementary benefit were exempted from prescription charges on grounds of hardship in each month since the reintroduction of the charges; and what was the total number of persons so exempted in the whole of that period. Mr. Leadbitter also asked how many applications had been made since the reintroduction of charges for exemption on the grounds of hardship, and what percentage had been granted.

MR. DAVID ENNALS (Minister of State) said that the number of applications for exemptions, or refunds, on grounds of hardship was nearly 49,000 up to January 21; of those about 32,000 were successful. The Minister gave the following monthly totals:—1968: June (1½ weeks), 2,000; July, 6,900; August, 2,700; September, 2,100; October, 3,600; November, 3,100; December, 2,300. 1969: January, 2,700 (total 25,400).

In about 6,000 cases, said Mr. Ennals, the charge paid had been refunded, but an exemption certificate had not been issued. MR. LEADBITTER asked "Are you not concerned about those figures in the light of a previous answer from your Department that, in the five months following the introduction of charges, there were 18,000 fewer prescriptions than in a similar period before the introduction of the charges? Are they not running at the rate of 40m. a year? Will you give an assurance that there will be a review of the whole scheme?"

MR. ENNALS: No. I cannot give any such assurance. One cannot reach a conclusion on the effect of the recent fall in the number of prescriptions. It depends on weather and other circumstances and at present is too early to estimate.

MR. J. M. H. LEE: Does not this exercise show how unsatisfactory the system of prescription charges is? How many man hours are occupied by people evaluating these schemes?

MR. ENNALS: I do not agree with your conclusions. About 50 per cent. of those who require prescriptions are exempted or make successful claims.

Metric Dispensing

MR. T. V. N. FORTESCUE asked the Secretary of State for Social Services why since it was compulsory from March 3 for pharmacists to dispense in metric weights, it was not at the same time compulsory for doctors to prescribe in metric weights; and what arrangements he was making to compensate pharmacists for the extra work involved in converting prescriptions from Imperial to metric weights. MR. RICHARD CROSSMAN (Secretary of State, Social Services), in a written answer on March 3, said "The provisions of the Weights and Measures Act, 1963, under which the regulations are made, do not relate to the prescribing of drugs, but only to the fulfilling of the order in a prescription." A sample inquiry into chemists' costs, arranged jointly by the Department and the Chemist Contractors' Committee, due to begin in April, would disclose the staff time spent in National Health Service work, including extra work resulting from metrication; the results of the inquiry would subsequently be used in reviewing remuneration.

LEGAL REPORTS

Not a Patent Holiday

FRIDAY, March 15, 1968, declared a bank holiday because of the then world gold crisis, was a valid day for filing patent applications, three High Court judges ruled on March 4. The court allowed an application by Glaxo Laboratories, Ltd., Greenford, Middlesex, for an order directing the Comptroller General of Patents to give the company's five applications for letters patent the filing date of March 15, 1968. The Comptroller General had contended that as the day had been made a bank holiday the proper date was the following Monday, March 18. Lord Cawley, for Glaxo Laboratories, said that if the patents were given the latter date a number of valuable projects developed by the company might be in danger from foreign competitors. Lord Parker (the Lord Chief Justice), who sat with Mr. Justice Blain and Mr. Justice Donaldson in the Queen's Bench Divisional Court, said the Comptroller General was wrong in treating March 15 as an "excluded day" under the Patent Act. It was a "close" day for banks but not a public holiday. Mr. Vivian Price, for the Comptroller General, said the situation could not arise again because the Patent Office rules had been changed to enable the Comptroller-General to control the operation of his offices without reference to what was happening at the Bank of England or, in Scotland, at Hogmanay.

COMPANY NEWS

Previous year's figures in parentheses

JAYNOX, LTD. — Turnover for 6 months ended September 30, 1968, was £1.8m. (£1.6m.). Pre-tax profits £38,000 (£36,000). Profits for whole year ending April 30 are not expected to fall; interim dividend, 7½ per cent.

SMITH & NEPHEW ASSOCIATED COMPANIES, LTD.—Sales during year ended December 28, 1968 amounted to £38.09m. (£32.78m.) and profit before tax to £5.59m. (£3.77m.). After tax the net profit is £3,321,640 (£2,262,716). The dividend for the year is raised from 13 per cent. to 21 per cent.

H. J. HEINZ CO., LTD. — Agreement has been reached for the acquisition by H. J. Heinz Co., Ltd., of the food interests of Fisons, Ltd. The total value of the assets of the business sold amounts to £2,084,000, and the acquisition takes effect from April 30. No pharmaceutical products (including Bengers and slimming aids) are affected by the transaction.

JEYES GROUP, LTD. — Profits, before tax, for 1968 are £665,000 (against £446,000). The figure includes £27,000 from Brobat, Ltd. Dividend is raised from 8¼d. per share to elevenpence. Sales at £8,689,000 are up 10 per cent. but profits are higher by just short of 50 per cent. Part of the improvement is due to a better performance in Ireland.

BOWATER-SCOTT CORPORATION, LTD.—The company have agreed to acquire all the shares of Brady Walters & Co., Ltd., Marlborough Road, Holloway, London, N.19. The chairman of Brady Walters (Mr. Louis Kano) and the two executive directors (Messrs. D. McKay and C. Reynolds) will continue with the company.

CHEMISTS' MUTUAL INSURANCE CO., LTD. — Growth rate continued in year ended September 30, 1968 with reserves boosted by £20,000. Premium income was £176,585 and increase of £13,521 over the previous year. On burglary account the company paid 528 claims and had seventy-six claims outstanding at the year end; the sum involved in settlements was £52,978. Forty-six flood damage claims were registered involving an estimated £22,000.

NEWTON CHAMBERS GROUP.—The Group has acquired from Cerebos, Ltd. (a member of the Ranks Hovis McDougall Group) the whole of the issued ordinary share capital of Thawpit, Ltd. The acquisition takes effect on May 3, the consideration being £425,000 for goodwill plus the net value of the assets at that date (unlikely to exceed £100,000). The acquisition is for cash. During the period January 1, 1968, to January 11, 1969, Thawpit made a pre-tax profit subject to audit, of £107,000.

IMPERIAL CHEMICAL INDUSTRIES, LTD.—The full accounts of the company published on March 4 show that the sales of the pharmaceutical division in 1968 rose to £21m. (from £17m.) and trading profit went

up from £5m. to £8m. In the home market sales were well up on the previous year and exports increased by nearly one-third. Of the sales of prescription products more than two-thirds was accounted for by exports. Sales by the Ilford Group were £2.1m. (£21m.); overseas sales increased 37 per cent. to £14m. of which £10.5m. (£7.3m.) were U.K. exports. For preliminary figures and dividend announcement see *C. & D.*, March 1, p. 187.

BUSINESS CHANGES

J. L. PERL, LTD., have removed to 8 Esterbrook Street, London, S.W.1 (telephone: 01-834 8843).

SHIRLEY BOX CO., LTD., is the new trading title of Shirley and Warbey Box Co., Ltd., Christchurch Road, London, S.W.19, as from March 1.

THE telephone number of Harrison & Self (H. C. Macfarlane), Moss Lane, Godalming, Surrey has been changed to Godalming 6822.

F. BOYES (DISPENSING CHEMIST), LTD., have opened at 6 Cross Court, Plomer Green Avenue, Downley Heights Estate, High Wycombe, Bucks.

MR. LEONARD W. WARE, M.P.S., has closed his pharmacy at 12 The Pavement, Chadwell Heath, Romford, Essex. Correspondence to 18 Adelaide Gardens, Chadwell Heath, Romford RM 6 6SS, Essex.

APPOINTMENTS

Board

OPTREX, LTD., have made the following appointments: Mr. R. W. N. Barrett, director with special responsibility for financial matters; Mr. A. F. Dommerson, general manager and personnel manager; and Mr. H. Hulme, secretary.

TECHNICAL & OPTICAL EQUIPMENT (LONDON), LTD., have appointed Mr. M. J. Elsdon their marketing and sales director. Mr. L. Easterbrook now takes over the position of sales manager photographic division, and Mr. J. Polley, promotions and contracts manager.

SIR FRANK SCHON has been appointed chairman of the National Research Development Corporation, in succession to Lord Black. Sir Frank was chairman of Marchon Products, Ltd., before the company became a division of Albright & Wilson, Ltd.

BAKELITE XYLONITE, LTD.—Mr. K. D. Rutter (managing director, Union Carbide [U.K.], Ltd.) is to become managing director of BXL from April 1. Mr. C. M. Glover has decided to retire for personal reasons.

Executives

DANA PERFUMES, LTD., have appointed Mr. P. Meaden, sales manager for the North of England.

UNICHEM, LTD., have appointed Mr. P. J. Connolly, F.P.S., manager of their Croydon depot. Mr. Connolly was previously assistant manager at Unichem Nuneaton.

UPJOHN, LTD., have appointed Mr. J. S. Burns, M.P.S.N.I., their manager for the Republic of Ireland. Mr. Burns joined Upjohn as a representative in Cork, he will now be based in Dublin.

BDH CHEMICALS, LTD., have appointed Mr. G. K. Cade, M.P.S., their training officer with responsibility for all aspects of training within the company. Mr. Cade joined The British Drug Houses, Ltd., Graham Street, London, N.1, in 1947. He was later appointed manager of the planning department, where he remained until 1951. In that year he became manager of the packaging department in Kensal Road, where he was for nine years before returning to Graham Street. His new appointment will mean transferring from London to Ferndown.



Mr. G. J. Wilkins

PERSONALITIES

MR. J. C. H. McENTEE, director general, Chemical Industries Association, is to retire at the end of the year.

MRS. L. I. ANDERSON, M.P.S., who in 1950 became the first woman president of Blackpool Branch of the Pharmaceutical Society, has been appointed a justice of the peace.

MR. R. N. GARDINER, a director of Chave & Jackson, Ltd., 6 Broad Street, Hereford, has been appointed a magistrate on the city bench. Mr. Gardiner will be one of the youngest magistrates ever appointed at Hereford.

MR. ARNOLD M. GEE, M.P.S., London, S.W.19, retired on February 28 from the board of Arnold M. Gee, Ltd., following the successful integration of the company into the Stanley Weston Group, Ltd. Mr. Gee has had a long association with company pharmacy. On qualifying in 1927 he joined Taylors Drug Co., Ltd., and its associated companies, into which his father, Ernest Mackworth Gee, had taken a company of which he had been a director since its registration in 1917, namely Squire & Co. (Birmingham), Ltd. (to become Taylors Cash Chemists Midland, Ltd.). The Taylors companies in turn were merged into Timothy Whites & Taylors, Ltd., and more recently into Boots, Ltd., but Mr. A. M. Gee struck out on his own. Arnold M. Gee, Ltd., registered in 1950, grew to around a score of branches, mainly in South London. At his retirement Mr. Gee was presented with a silver cigarette case on behalf of colleagues within the company.

MR. GRAHAM JOHN WILKINS, B.Sc., the newly elected president of the Association of the British Pharmaceutical Industry is the chairman of Beecham pharmaceutical division and a director of Beecham Group, Ltd.

Mr. Wilkins obtained his science degree at Exeter University. He joined the Beecham organisation in 1945 as an experimental chemist at Macleans and in 1949 was transferred to Beecham India as a production chemist. He was involved in developing a factory in India and subsequently became its manager, returning to the United Kingdom in 1950, moved from the Macleans' subsidiary to Beecham Group in 1952, and in 1954 went to North America as a vice-president of Beecham Canada, Ltd. Mr. Wilkins returned to the U.K. in 1959 as assistant managing director, C. L. Bencard, Ltd., which company became Beecham Research Laboratories, in 1960, Mr. Wilkins being promoted managing director. In 1964 he was appointed chairman of the Group's pharmaceutical division and in that capacity assumed responsibility for Beecham's "ethical" pharmaceutical and veterinary work, including the expansion of the semi-synthetic penicillin business. He joined the group board in 1964.

OVERSEAS VISITS

MR. DAVID GODFREY (managing director, Calmic, Ltd.), is flying to Johannesburg to visit the newest Calmic subsidiary, acquired in 1968. Mr. Godfrey is spending nine days in Johannesburg and is taking the opportunity to visit Calmic C.I.S.A., S.p.A., in Rome for a few days. He is also visiting Wellcome establishments and agents in Nairobi, Lagos, Beirut, Lisbon and Madrid.

DEATHS

BRIDGE.—On February 16, Mr. Doctor Bridge, M.P.S., 14 Carisbrooke Avenue, Cottingham, Yorks. Mr. Bridge qualified in 1921.

BRYDON.—On February 10, Mr. John Brydon, M.P.S., Dunley Chine, Letham Road, Perth. Mr. Brydon qualified in 1904.

HARRIS.—Recently Mr. Sydney Harris, M.P.S., 139 Breck Road, Anfield, Liverpool, 4. Mr. Harris qualified in 1928.

JARMAN.—On February 1, Mr. Stanley Walter Jarman, M.P.S., 40 High Street, Markyate, Herts. Mr. Jarman qualified in 1920.

WOOD.—Recently Mr. Herbert John Wood, M.P.S., 3 Harnet Street, Sandwich, Kent, aged eighty-four. Mr. Wood qualified in 1911. He was a native of Walmer where his father was in business as a chemist.



CHEMISTS BURDENED ENOUGH ALREADY

Committee opposes additional procedures

STRONG feelings were expressed at a meeting of the Central N.H.S. (Chemist Contractors) Committee on February 25 about hints from the Department of Health of additional procedures in connection with the interim scheme for collecting prescription charges. Chemist contractors, it was urged, were already heavily overburdened with the clerical work of checking declarations, collecting charges and sorting prescriptions, and could undertake no further tasks.

From the chair, MR. G. T. M. DAVID said that the Committee was being asked, first to consider a procedure for dealing with war pensioners' prescriptions that would make the pharmacist responsible for accepting charges for some items on an EC10 form on which other items were exempt; and secondly to consider an endorsement procedure for EC10 forms mistakenly signed by patients presenting their payments for charges. It was pointed out that the problem of war pensioners' prescriptions would be simply solved if treatment in respect of accepted war disablements were prescribed on separate EC10 forms from those used to prescribe for other conditions. It was agreed to pass that suggestion to the Department, and to inform it that the Committee was not prepared to instruct contractors to endorse the back of mistakenly signed forms, though it was prepared to issue a suitable note asking chemist contractors, on forms on which the prescription charge had been collected, to draw a diagonal line across the exemption declaration, if they were not already doing so.

Prescribing in "Bulk"

Similar objections were raised to suggestions from doctors that the arrangements for bulk prescribing on EC10 forms should be extended. Pharmacists were too heavily occupied themselves with N.H.S. responsibilities at present to adopt proposals principally concerned with easing doctors' work-load. The Committee agreed to advise the Department that it was still opposed in principle to any extension of the arrangements for prescribing in bulk on EC10 forms, but was investigating the position and looking at the fees currently paid for bulk prescriptions.

A reply from the Department of Health was expected soon to the latest container-allowance claim.

Badly Written Prescriptions

When the report of a meeting held the previous day between officers of the Department and representatives of the Committee came to be discussed, MR. H. STEINMAN spoke of pharmacists' difficulties over illegible writing on many EC10 forms presented for dispensing and the fact that so many prescriptions were now written by doctors' receptionists and other staff and merely signed by the prescriber. It was decided to make representations to the Department of Health expressing the Committee's concern about the

matter and making it clear that chemist contractors could not be expected to accept responsibility for prescriptions written in that fashion and which later proved to be forgeries.

Some early replies from Pharmaceutical Committees to the Pharmaceutical Society's proposals as to name labelling of dispensed medicines were held over for consideration after the March 31 deadline.

Introduction of Metric System

MR. K. R. RUTTER, Leeds, put forward complaints he had received locally about shortages of metric weights and asked if the operative date could be deferred. The Committee agreed it was not possible to alter the date of introduction, though it was known that some local shortages of suitable weights and measures had occurred. In the past most pharmacists had had occasion to dispense metric prescriptions, and those without any metric weights or measures could, as they had presumably done before, dispense in the metric system by using apothecary weights and measures as an interim procedure. Inquiries made by the N.P.U. had ascertained that few pharmacists were entirely without metric equipment, and the Union was doing what it could both to allocate supplies to them and to provide details of alternative sources of supplies to pharmacists in urgent need. The weight

manufacturers' poor record of attempts to increase output came in for much criticism.

The Committee decided to express concern to the Department of Health about the terms of a recent Executive Council letter which had stated that the provisions of the new Weights and Measures Regulations did not apply directly to dispensing doctors.

Dispensing in Rural Areas

The Committee noted that Mr. David Ennals had been replaced as Minister of State for Health by Baroness Serota and it was decided, in view of the outcome of the recent talks, to write at once to the Department of Health on the subject of the revision of Regulation 27 (the one-mile limit).

A number of favourable reports from pharmacists and members of the public had been received by members of the Committee about the impact of the recent Granada television programme on which Mr. J. Charlton (assistant secretary to the Committee) and Mr. J. Ferguson (assistant secretary, Pharmaceutical Society) had appeared to argue the pharmacists' case.

A revised claim for increased remuneration for oxygen therapy service had been submitted to the Department.

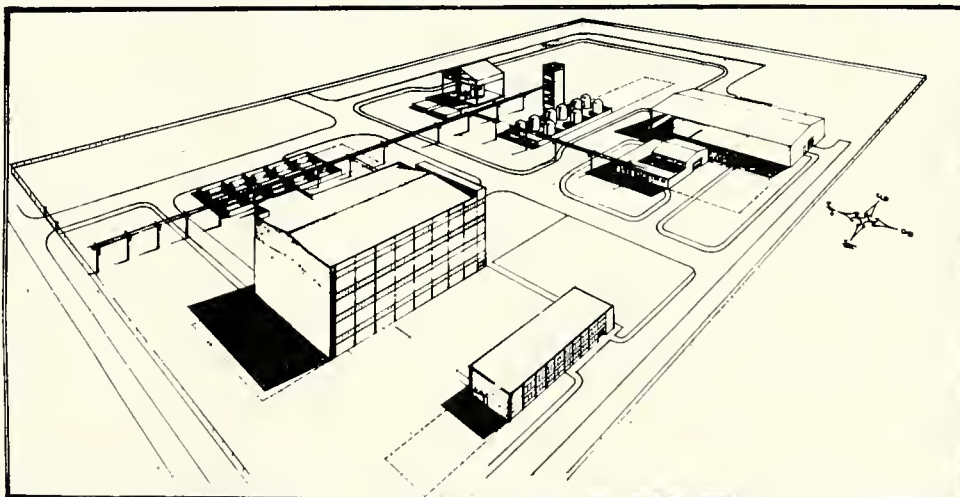
It was decided to seek the advice of the Committee's solicitors about the removal of the Gloucester health centre to fresh premises within easy reach of the town centre.

EXPANSION PROJECTS

PRODUCTION capacity of hydrogen peroxide by Laporte Industries, Ltd., is being extended by more than 20,000 tons (of 100 per cent. equivalent) a year in the United Kingdom and Western Germany. The new capacity is needed to satisfy the growing need for hydrogen peroxide in the U.K., Europe and world markets.

THE pharmaceuticals division of Imperial Chemical Industries, Ltd., is to spend nearly £5 million in the next eighteen months to increase its capacity for the production of bulk chemicals and finished products. A new pharmaceuticals works will be developed at ICI's Severnside site, near Bristol, for

the division's future large-scale chemical manufacture. Work is about to start on the construction of the first plant, which will occupy 10 acres. At the division's existing Macclesfield, Ches, factory, where the finished products are prepared, production will be extended by about two-thirds. The first Severnside plant (to be known as the Avlon works), and the Macclesfield extension, will each cost about £2½ million, and are due for completion in 1970. Explaining the reasons for the move to Severnside, Mr. G. R. Underwood (production director) says that long-term growth of chemical manufacturing facilities at Macclesfield



A perspective view of the Avlon works development planned for Severnside. The large building in the centre is the chemical manufacturing plant; the laboratories are at bottom (right centre).

would be impracticable. By developing at Severnside, ample facilities for all future large-scale chemical production are assured while using the existing Macclesfield bulk drug plant for product development and small-scale manufacture. The first Severnside plant

will consist of a four-story building for bulk chemical manufacture, plus laboratories, offices, solvent and reagent storage areas, and effluent neutralisation unit. Work has already begun on the site of the Macclesfield extension.

TRADE NOTES

Return to Base.—Dales Pharmaceuticals, Ltd., Power Road, Chiswick, London, W.4, have re-acquired all rights to the product Pandrin, which will now be sold entirely under their name.

Back in Britain Again.—By mid-March Maybelline eye cosmetics will



be on the British market again, but in a new range of colours and in distinctive modern red-and-white packs.

A New Pack.—Fisons Pharmaceuticals, Ltd., Derby Road, Loughborough, Leics, are now issuing Peps in new pack containing three rolls of ten. Peps tubes continue available.

A Single Name.—Wynlit Laboratories, Ltd., 4 Broad Street, London, E.C.2, point out that the products formerly known as Dermaphytex and Onychophytex are now both known as Phytex (Pharmax).

"Getting Married."—Fourteenth issue of "Getting Married," published by Family Doctor Publications, Family Doctor House, 47 Great Chalton Street, London, N.W.1, discusses what marriage is like in 1969, including the question whether marriage remains a necessary institution. The booklet contains the usual features on wedding day preparations, buying a house and planning a home, as well as a comprehensive shopping feature.

Agents for a Period.—Fisons Pharmaceuticals, Ltd., Loughborough, Leics, announce that, for the six-week period from March 10 to April 19, Vestric, Ltd., will be acting as sole national agents for the full range of Vitapointe hair care preparations, and that all representatives of Messrs. Vestric will be able to offer special trade terms and provide a complete service to customers, as normally provided by Messrs. Fisons' own sales force. The manufacturers state that

they will be resuming responsibility for the range on April 21.

Low-lactose and Low-calcium Foods.—Cow & Gate, Ltd., Guildford, Surrey, ask for the following paragraphs to be published so as to correct inaccuracies that appeared in a Trade Note in these columns recently.

Cow & Gate LOW-LACTOSE FOOD is prepared for use in the dietary treatment of galactosaemia, alactasia or in other conditions needing an extreme restriction of lactose in the diet, is prepared by drying vegetable fat blend of unhydrogenated coconut oil and maize oils, liquid glucose, partially demineralised casein, calcium salts, potassium carbonate, sodium chloride, mesoinositol and choline chloride. During its preparation the process used for eliminating the lactose is such that the food is deficient in certain vitamins and trace elements. Cow & Gate low lactose is not, therefore, a complete food and by itself will not support life. Particulars and characteristics of the new formula may be obtained from the company's medical and research department, London Road, Guildford, Surrey. The tin (10s. 6d.) is gas-packed and contains 14 oz.

Cow & Gate LOW-CALCIUM food is prepared for use in the dietary treatment of hypercalcaemia in infants and children. In adult diets in which a low or controlled calcium intake is required the food may be used completely to replace cow's milk. The food is prepared by drying a vegetable fat blend of unhydrogenated coconut and maize oils, lactose, partially demineralised casein with certain mineral salts and mesoinositol and choline chloride. The calcium content of the food is less than 0.1 per cent. in the dry powder. During its preparation the processes involved in the elimination of the calcium are such that the food is deficient in certain vitamins and trace elements. Cow & Gate low-calcium food is therefore not a complete food and by itself will not support life. Particulars and characteristics of the new formula may be obtained from the company's medical and research department, London Road, Guildford, Surrey. The tin (10s. 6d.) is gas-packed and contains 14 oz.

Bonus Offers

GOYA, LTD., 161 New Bond Street, London, W.1. Sombrero sun-tan cream and oil as well. Twelve invoiced as eleven till April 30.

FACTATIVE CO., LTD., Heaton Chapel, Stockport, Ches. Colourbac hair-colour restorer. Fourteen invoiced as twelve.

MAWS PHARMACY SUPPLIES, LTD., Barnet, Herts. Softcare products. 7½ per cent. discount on parcel value £10 11s. 4d.; 5 per cent. on parcel of £8 4s. 5d. The smaller parcel is pre-packed in cardboard outer that converts into a three-colour self-selection display unit of two tiers; with the larger parcel is supplied a chrome-ware

display unit holding one pack of each product.

NATIONAL PHARMACEUTICAL UNION (distributors: Maws Pharmacy Supplies, Ltd., Barnet, Herts). *Nu-fresh* air-freshener and fly-killer aerosols. Extra 5 per cent. discount on order for 6 doz. *Rose-hip syrup*. Extra 4 per cent. on order for 4 doz.

Premium Offers

ALBERTO-CULVER CO., 44 Newington Causeway, London, S.E.1. FDS (feminine deodorant London S.E.1. FDS (feminine deodorant spray). Nix paper panties free on proof of purchase.

BOWATER-SCOTT CORPORATION, LTD., Bowater House, Knightsbridge, London, S.W.1. Scotties facial tissues. 50 per cent. saving on six Wheatcroft's roses ordered on application form included in every white 150 or 200 or Rainbow or ManSize Scotties.

DENDRON, RICHARDS & APPLEBY, LTD., (distributors), 94 Rickmansworth Road, Watford, Herts. Ultra Lash. At saving of 5s. Until May 17.

MAWS PHARMACY SUPPLIES, LTD., Barnet, Herts. Softcare products. Pack of sixty-five Nu-soft luxury pink facial tissues with each initial purchase. (Introductory bonus parcels are delivered with thirty-six and forty-eight free packs respectively, plus a detachable card featuring the offer.)

WELLA (GREAT BRITAIN), LTD., Wella Road, Basingstoke, Hants. *Wella hair spray*. Three special phials of hair beauty products free with 18-oz aerosol; one luxury conditioner free with 8-oz can.

COLGATE PALMOLIVE, LTD., 76 Oxford Street, London, W.1. Colgate fluoride tooth-paste. Norwegian oven-to-tableware saucepans, casseroles and frying pans with matching lids at special savings to purchasers, and each with sachet of McCormick's herbs and spices.

Metricated

ABBOTT LABORATORIES, LTD., Queenborough, Kent. Vi-Daylin. Bottles of 100 and 500 mls. (90-ml and 16 fl oz sizes discontinued). Metaphen. Bottle of 2,250 mls (80-oz bottle discontinued when existing stocks are exhausted).

BRISTOL LABORATORIES, LTD., Stamford House, Langley, Bucks.—Tetrex syrup. 500-ml pack replaces previous 16-oz pack.

MERCK SHARP & DOHME, LTD., Hoddesdon, Herts. Pack of 100 ml replaces 3-oz pack.

MERCK SHARP & DOHME, LTD., Hoddesdon, Herts.—Tryptizol syrup. Single metric pack of 200 ml replaces previous 4-oz and 16-oz packs.

Discontinued

FISONS PHARMACEUTICALS, LTD., Derby Road, Loughborough, Leics. Peps in tin.

B.D.H. PHARMACEUTICALS, LTD., Birkbeck Street, London, E.2. Mycil spray pressure pack.

PHOTOGRAPHIC NOTES

Slogan for Spring.—"Take Life as it Comes" is the slogan that is being widely used by Kodak, Ltd., Kingsway, London, W.C.2, for their advertising campaign during the coming spring and summer. Both indoors and out, people will be constantly encouraged to "Take Life As It Comes" with a Kodak Instamatic camera and Kodak film. There will be advertisements in newspapers and photographic magazines, 30-second television spots in all regions, and showcards in dealers' windows. Two new features in the campaign are posters on 3,000 sites in big towns, seaside resorts and shopping precincts throughout the country. Both still and movie cameras are being featured.

NEW PRODUCTS AND PACKS

PHARMACEUTICAL SPECIALITIES

Low-dosage Oral Contraceptive. — Parke, Davis & Co., Hounslow, Middlesex, are introducing on March 10 a new continuous-dosage oral contraceptive, Orlest-28. In each wallet of one month's supply (6s., pack of three 13s.) are twenty-one yellow tablets each consisting of 1 mg of norethisterone acetate and 0.05 mg of ethinyloestradiol, together with seven white inert tablets.

Allergen-extract Products. — Dome Laboratories division of Miles Laboratories, Ltd., Stoke Court, Stoke Poges, Bucks, have added wasp and bee extracts to their Allpyral range of allergen extracts. Use of the products is indicated in the hyposensitisation of patients known to suffer severe reactions when stung by wasps or bees. Treatment sets with disposable syringes, and needles with a special dilute vial for "very sensitive" patients, are available. The treatment may consist of either wasp or bee extract individually, or of both as a mixture, but they may not be mixed with other products in the Allpyral range.

COSMETICS AND TOILETRIES

Antiperspirant for the Hands. — Innoxia (England), Ltd., 436 Essex Road, London, N.1, have launched a new speciality Cool Hands (8s. 6d.) which is described as an "embarrassment-saver." The product is not only an anti-perspirant; it is also an efficient hand cream.

Lipstick Range "Reorganised." — Lancome, Ltd., 14 Grosvenor Street, London, W.1, have streamlined their range of lipsticks (12s. 9d. each). The lipsticks are now grouped by shades into five "formulas": Pink tones, orange tones, brown tones, vivid tones, and frosted shades. Three new shades (Spring 1, Spring 2, Spring 3) have been added and there are five new tints called Sorbets, numbered Touch 1, 2, 3, 4, and 5, which are used either alone or for the purpose of softening an existing lipstick.

Silk Make-up Stick. — For the woman of today," Helena Rubinstein, Ltd., 3 Grafton Street, London, W.1, have created a make-up stick packed with "the lightest creamiest all-in-one make-up ever produced." Silk make-up stick (25s. 6d.) is claimed to erase "those tiny flaws, dark shadows and uneven flash tones," leaves the complexion radiantly clear and delicately glowing. In use, the stick is simply swivelled up about $\frac{1}{4}$ in. and stroked evenly on the forehead, nose, cheeks and chin and carefully blended with the fingertips. There are six shades, plus mint (for shading and/or neutralising high colour).

Transparent Lipsticks. — Gala of London, Ltd. (distributors: Myram Picker, Ltd., Hook Rise, Surbiton, Surrey) are launching in their soft-centre range three transparent lipsticks (9s. 9d. each), which have been named the "See-throughs." The new lipsticks are stated to give "just a lick of colour, with a super high-shine." Also available is

a new glosser, transparent and colourless, to "slide over" any of the company's lipsticks so as to give a high gloss finish. Colours of the new products are see-through pink, peach and red. The new glosser is called Soft-centre Shine. Two additions, orange and tawney (9s. 9d.) have been made to the "ordinary" soft centres.

"Chemists Only" Skin-care Products. — Maws Pharmacy Supplies, Ltd., Barnet, Herts, have come into the beauty product field with a range of "chemist only" basic skin-care products all under the general title Soft-care. The step is represented by the company's marketing manager to be a logical marketing step since, with their long experience of baby needs, Messrs. Maw have the necessary knowledge and skill to create skin care products for teenagers and, indeed, for women of all ages. The products are presented in packages of white and peach with a feather motif to sym-



bolise their lightness. The range comprises cleansing cream in 2-oz (7s. 3d.) and 4-oz (11s. 6d.) jars; cleansing lotion in 5-oz plastic bottle (9s. 9d.); skin freshener in 4-oz glass bottle (11s. 6d.); active night cream in 2-oz (7s. 3d.) and 4-oz (11s. 6d.) jars; skin food in 2-oz jars (11s.); moisturising lotion in 5-oz plastic bottle (12s.); moisturising cream in 2-oz jar (8s. 9d.); hand cream in 4-oz jar (9s. 9d.); and hand lotion in 5-oz plastic bottle (9s. 9d.). All the products are supplied in minimum $\frac{1}{4}$ -doz. packs; the cleansing, active night and hand creams and the hand lotion in counter display set of three packs featuring the feather motif and the slogan "The best skin care since you were a baby."

SUNDRIES

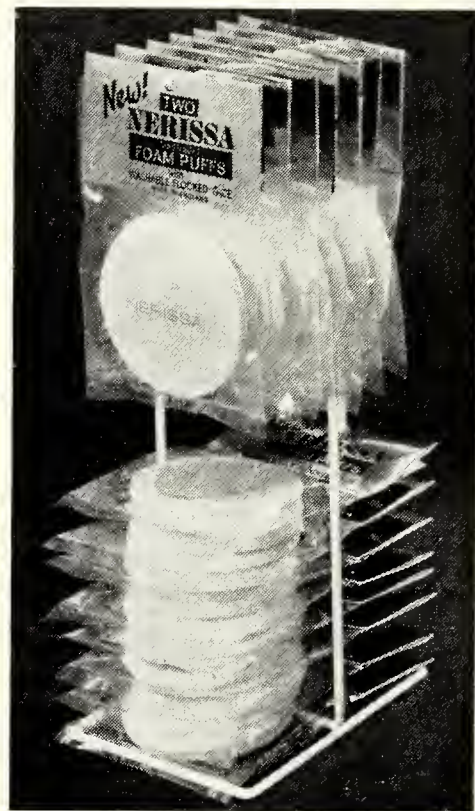
A New Syphon Colour. — Added to the BOC/Sparklets range of Hostmaster and Globemaster soda syphons is a new colour, sapphire — a deep, rich blue that harmonises with the other metallic colours in the range. Spring was chosen for the launch as the time when people begin to think of picnics and barbecues — "the time when a soda-water syphon really comes into its own." The new sapphire Hostmaster is being supplied in the full-colour gift pack introduced in 1968. It incorporates a plinth for easy and attractive retail display. The wedgwood-blue Hostmaster is being discontinued.

Eyelashes for "Converts." — Eylure, Ltd., 8 Grosvenor Street, London, W.1, have launched a range of lashes "for people who've never tried lashes



before." To go with the products the makers have designed a "super new lash fixer" (4s. 3d.) that make the lashes "even easier to fit." The lashes are presented in a "Miss Eylure" collection (12s. 10d.) comprising First Flutter real hair (brown or black), First Flutter fur (brown or black), Ups'n Downs (individual lashes of fur, brown or black), Under lashes (black only), Half Measures (half-width real hair, brown or black).

Flocked Foam Puff. — Solport Bros., Ltd., Portia House, Goring-by-Sea, Sussex, are introducing, in a "deal" of



3 doz. packs of two (2s. 3d.), a new flocked foam puff as illustrated. The puff, which is washable, is made from soft pink foam with nylon on one side and on the other a satin back gold blocked "Nerissa."

Correspondence

Letters when received must bear the name and address of the sender, not necessarily for publication. The Editor does not hold himself responsible for the views expressed

The Penalty

SIR,—What is the penalty for anyone deliberately (and with malice aforethought) caught taking a tablespoonful of medicine?

J. S. CLARKE,

Weston-super-Mare, Somerset

[He should be put through the ml.—EDITOR]

A Legal Aspect

SIR,—I am informed by the C. & D. (and confirmed by Messrs. Agfa) that in the near future I may be receiving V.I.P. treatment and "taken for a ride" with a blonde in a Rolls-Royce. I wonder will they pay my fine if one of my girls sells a tin of Gees linctus pastilles whilst I am so behaving?

H. G. A. CRIPPS,
Hitchin, Herts

Drug Information by Computer

SIR,—Some of the misgivings expressed in Hospital Pharmacy Forum (C. & D., February 22, p. 172) that the computer may to some extent replace the pharmacist as a source of drug information are well founded, but only if the pharmacist allows his participation in drug information services to go by default. He should find the means to be involved in the provision

of data to the computer programmer and to establish himself as the proper recipient of the output on drug information, which he could then use to assist the clinician. To enable prospective pharmacists to appreciate computer utilisation the department of pharmacy at Heriot-Watt University, Edinburgh, has introduced instruction in pharmaceutical uses of computers, including projects in which all students participate. The department is also planning to expand these facilities in order to offer short courses to interested pharmacists.

A. W. PATTERSON, *Senior Lecturer*,
Edinburgh, 1

A Burning Necessity

SIR,—The Chemists' Action Group's manifesto "Pharmacy in the Seventies—A Plan for Action," is worthy of serious examination and further discussion, and I am pleased to see from your columns (C. & D., March 1, p. 193) that E. D. Hurt of Leamington Spa thinks so too. How right he is to emphasise the point made in the manifesto about the true nature of the contractual relationship that exists with the Ministry. What profession would tolerate a contract that is so utterly

commercial in character and not completely a professional arrangement, with the pharmacist supplying the service? Have we forgotten the obvious? Such a service would not be possible without long and highly specialised academic training, and a contract based on that training should never be left in the hands of purely business interests. At this point the manifesto confronts us with a startling, if not revolutionary, suggestion—complete separation of the commercial part of the contract from the professional part by allowing the Minister of Health to control the buying of all drugs, medicines and appliances used in modern dispensing and then supply them free to the pharmacist. This should clear the way, the document claims, for a personal contract agreement with the Minister, and create the conditions, with some minor committee adjustment, for the Pharmaceutical Society to act as a negotiating body in an atmosphere of straight-forward professional conditions of service and remuneration. This is where I think they are wrong. The Royal Charter, although giving character and status to our Society, prevents it from becoming a negotiating body, and it can never hope to imitate even remotely the activities of a trade union. That situation should give no cause for concern. On the contrary, it is a good thing for any profession to have an august body like the Pharmaceutical Society at its head, and better still if that body has a militant arm to perform the many aggressive tasks that are necessary if we are to gain substantial and just rewards in the field of remuneration and service. This is, in my view, the only way forward. A British Pharmacists' Association has now become a burning necessity if the future of pharmacy in this country is to be secured. I have nothing but praise for the work already done by the Action Group and the only way forward for them, too, is to use their very considerable talent and energy in an all-out effort, together with the hundred or so pharmacists from all parts of the British Isles who have already written me (I am still getting a steady trickle of enthusiastic letters daily) to find the best formula for the establishment of a B.P.A.

DENGAR EVANS,
Cardiff

To Manchester Contractors

SIR,—The Manchester and Salford Branch of the National Pharmaceutical Union cordially invites chemist contractors and their managerial staffs to join them in their meeting at the Grand Hotel, Aytoun Street, Manchester, at 2.30 p.m. on Sunday, March 9. Mr. J. Charlton (Superintendent, Central Checking Bureau) will be speaking on "Remuneration—Present Position and Future Prospects."

JOHN MORRIS, *Chairman*,
Manchester

Appreciated

I would like to thank you for the wonderful help that the C. & D. QUARTERLY PRICE LIST has given me whilst in business—R.R.

PHARMACIST

PRINCIPALLY A PROFESSION

A correspondent comments on "Nomen Proprium"

SIR,—My only objection to "Nomen Proprium" is that it may now become the means for the industry, the medical profession, and a Government (present or future), to destroy professional pharmacy (whether "pure" or with sidelines), either consciously or unconsciously. That can never be in the public interest. The greater protection lies in a large enough self-governing profession educated to know—come computerised dispensing, prescribing or anything else—what is what. And for health reasons there must be team-work. Setting aside the loose talk of nationalising the Codex, and of making medical journals closed-circulation publications, there still remains the Dickson judgment, and I remember that that made rules on advertising the only thing hardly liable to undergo challenge in the courts as being a restraint of trade. Dr. Hartley is on a side issue, albeit an important one, when he says the pharmacist can interpret, under his own professional discretion, the prescriber's intentions. The Medicines Act powers on advertising are helpful in that respect. Nurses can, of course, be trained out of referring to paracetamol as Panadol. That we can do the opposite is also important. However, some of the worst effects of advertising still remain with any form of naming, and these apply far less, if at all, to coding. Naming tends to make people think they know what they are taking or administering, and thus renders them less likely to seek necessary or desirable advice. Naming or advertising

allocates work willy nilly, and in addition can depress the value the pharmacist is able to place on his services. It affects also what is practicable in his relationship with customers. I have read the views expressed in that most useful friction between the National Pharmaceutical Union and the Society's official organ, and am aware of suggestions of payment being sought for advice, on a public-service basis, but nonetheless I feel we should be in a position to charge for it, on a coupled-with-goods basis, on its public-service aspect. Our reasoning should be this. Some drugs may need naming, some coding instead, perhaps, but the more there are of the former the greater the need for the Dickson judgment to be looked at again along the lines on which the Government is currently taking a look, with the General Medical Council, at the cumbersome procedure for striking off a doctor who inadequately restrains trade in cocaine and Methedrine, etc. Personal control of a pharmacist in his own pharmacy for the domiciliary field would remove any danger of a "rogue elephant" colossus, but the Statutory Committee would need to have the power to deal with individual economic rogues. "Principally a profession" seem to be the operative words. There is then no reason why Government and industry should not join in a planned service, nor why some should not, if they do not want to join the plan, continue to engage in some research, at least, outside of it.

THE BEST STANDARDS

When you buy standard preparations to dispense against 'open' prescriptions you set standards of your own:

Professionally
you demand the highest quality
Commercially
you want the best value
Cautiously
you look for the protection of
a reputable name

The increasing range of Berk Economy Brands will satisfy you on all points. The brands of standard preparations are made with the same care as the specialities upon which our reputation is firmly founded, yet are remarkably low in price.

Approved Name	Berk Brand Name		Presentation
Bendrofluazide tablets BP	BERKOZIDE® tablets	2.5 mg 5 mg.	Containers of 100 & 1000 Containers of 100 & 1000
Imipramine tablets BP	BERKOMINE® tablets	10 mg 25 mg	Containers of 16, 250 & 1000 Containers of 200 & 1000
Nitrofurantoin tablets BP	BERKFURIN® tablets	50 mg 100 mg	Containers of 100 & 1000 Containers of 100 & 1000
Oxytetracycline tablets BP	BERKMYCEN® tablets and capsules	250 mg	Containers of 100 & 1000 Containers of 100 & 1000
Phenylbutazone tablets BP	FLEXAZONE® tablets	100 mg 200 mg	Containers of 250 & 1000 Containers of 250 & 1000
Tetracycline tablets BP	TETRACHEL* tablets also capsules TETRACHEL* syrup	250 mg (125 mg/5 ml)	Containers of 100 & 1000 Containers of 100 & 1000 Containers of 500 ml.

Your Berk representative can give you details of extra discounts and bonuses. In terms of quality, efficacy, stability and uniformity, it pays to buy Berk when dispensing against 'open' prescriptions for any of these standard preparations. Order *now* from your local wholesaler or directly from us.



BERK PHARMACEUTICALS LIMITED GODALMING SURREY ENGLAND

TETRACHEL is marketed in the U.K. under licence from the Pfizer Corporation. British Patent No. 747,779 * Trade Mark ® Regd. Trade Mark

J.2825

How you buy your Polaroid sunglasses.



A.

B.

C.

This year we've tried to make it even easier for you to order our sunglasses.

We've put together three packages, A, B and C.

Each package comes complete with display unit and selected best-selling sunglasses or clip-ons.

Here's what you get:

Package A contains 12 of our most popular models. Complete

with a new 6-unit display box.

The retail cost is £16.11.6, and at our suggested selling price you'll make a profit of £8.4.4.

Package B is a little grander. A 20-model rotating display stand is supplied free with 48 Polaroid sunglasses.

The retail cost is £72.18.8, and again at our suggested selling price you'll run up a profit of

Cumulative price changes

AMENDING C & D
QUARTERLY PRICE LIST
FOR MARCH 1969

HOLD ON TO THIS SUPPLEMENT!

It contains information
that will not be repeated

(Note: If you lose a sheet, please apply to the Publisher for a replacement.)

To know whether a product has changed in price since the current Quarterly Price List appeared, look at the index which follows. If the product is listed, turn to the page number indicated. If not, turn to the Q.P.L. itself for the price of the product.

2-Minute Magic, 12
10 Day, 6
No. 90, 12
4711, 6
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Adagio, 15
Adaptaplast, 2
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Algamarine, 11
Algesal, 17
Algimarin, 6
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Alphakil, 6
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Amour Amour, 6
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Parvol, 17
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**AMENDMENTS TO KEY TO
SUPPLIERS**
375 DFB=Dietary Foods (Bletchley), Ltd.
Canada Wharf, 255 Rotherhithe Street London,
S.E.16.
439 ERC=Ever Ready Co. (Gt. Britain)Ltd.,
1255 High Road, London, N20. 01-446 1313.
714 Koray=Koray, Ltd., 78 Long Lane, London,
E.C.1. 01-606 7675.
834 MWL=Meltonian Wren, Ltd., Oxgate Lane,
London, N.W.2. 01-450 5311.
1063 Rimmel=Rimmel International Ltd.,
17 Cavendish Square, London, W.1. 01-637 1621
1372 Santilan=Santilan (London), Ltd.
201 Bedford Chambers, Covent Garden, London
W.C.2.
1455 Lister=Lister Laboratories, 51 Elderslie
Street, Glasgow, C.3. 041-221 3690.
1521 Pharm Dis=Pharmaceutical Distrib-
utors, 10 West Bar Green, Sheffield, S1 2 DA.
0742-29238.
1533 Alo=Alo-Cosmetics, Ltd., 27 Old Bond
Street, London, W.1. 01-493 1435.
1533 Siddonia=Siddonia Ltd., Crown House,
London Road, Morden, Surrey 01-542 6111
1536 RDP=Rational Diet Products,
Gloucester, GL1 3QB. 0GL2-21291.
1543 CTM=Chocolat Tobler Meltis, Ltd.,
Miller Road, Bedford. Bedford SS141.
1548 JJ=Julian Jablon, 64 George Street, Lon-
don, W.1. 01-935 2739.
Penidural, 2
Peps, 17
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Periactin, 2
Perihemin, 4
Phenidex, 2
Phenoda, 9
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Solray, 3
Sous le Vent, 9

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Special Appointment, 9	Sweet 'n Low, 8	Testosterone propionate, 17	Tribactric, 3	Ufide, 3	Vicky Hopital, 17	Wella, 3
Spillers, 2	Syntone, 3	Tetrex, 17	Tricloryl, 14	Unomat, 3	Vi-Daylin, 8	Welldorm, 3
Sporodyl, 2	Tek, 17	Theonar, 17	Tried & True, 17	Uraband, 13	Vidalal, 3	Weston, 3
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THIS WEEK'S CHANGES

Prices are given in the sequence Trade Price per Doz.; Purchase Tax per Doz.; Retail Price Bold upright figures (2 9) in the retail price column indicate that the price is subject to resale price maintenance; italic figures (2 9) that it is recommended by the manufacturers; and light upright figures (2 9) that it is "notional" as a guide to the retailer in determining his own retail price.

Achromycin (746 Lederle)				
D	syrup 2oz and 16oz			
Achromycin V (746 Lederle)				
D	syrup 2oz and 16 oz			
Activax (208 BW)				
•	fowl pox vaccine freeze dried	250 doses	—	33 0
I	Algesal (894 Nicholas)	tube 1½oz	30 0	11 0 4 8
Allpyral (1460 Dome)				
•	extracts			
•	wasp and bee	117 0ea	—	156 0
D	Ancovert (179 BDH)			
I	Andre Philippe (48 AP)			
	bath salt			
	decanter	29 72 0	39 7	12 6
	bubble bath			
	decanter	8 81 0	29 8½	12 6
	deodorant spray	10 17 0	9 4	2 11
	hair lacquer			
	spray	15 17 0	9 4	2 11
	crystal clear	20 17 0	9 4	2 11
	refill	9 13 0	7 2	2 3
	sun tan spray	22 17 0	9 4	2 11
	talcum powder	4 14 6	8 0	2 6
	toilet water			
	decanter	26 72 0	39 7	12 6
D	complexion milk	4	—	—
A	Band-Aid (672 Johnson)			
	elastic plasters			
	wallets	9 11	—	1 2
	medium assorted	24 10	—	2 11
	6in strip	4 11½	—	7
	sheer plasters	29 0	—	3 5
	washproof plasters			
	wallets	9 11	—	1 2
	small assorted	14 10½	—	1 9
	medium assorted	24 10	—	2 11
	large assorted	33 3	—	3 11
	medium strips	24 10	—	2 11
	large strips	33 3	—	3 11
	2in x 4½in	24 10	—	2 11
Benadryl (938 PD)				
D	Emplets 25mg 500			
I	C.M.P. (613 Hodders)			
	asthma remedy	84 0	30 9	12 9
A	Contrexville-Pavillon (1519 5A)			
	bottles	41 0	9 0	5 2
Cremostrep (837 MSD) ts4B				
•	100ml	7 8ea	—	11 6
D	3oz	—	—	—
A	Emprote (840 EMF)			
	1lb	29 3	—	3 3
	1lb	58 6	—	6 6
D	Ergometrine (179 BDH)			
	Erythromid (2 Abbott) T5			
R	tablets 250 mg	100 62 0ea	—	93 0
	500 301 6ea	—	—	452 3
D	Ethiodan (1545 Vestric)			
Ethisterone (179 BDH)				
D	Ethnine (34 A & H) tDDI			
•	150ml	45 0	—	5 8
D	114ml	—	—	—
A	Evian-Cachat (1519 5A)			
	bottles	41 0	9 0	5 2
Eylure (443 Eylure)				
•	Miss Eylure eyelashes			
	first flutter hair			
	or fur, underlash,			
	half measures,			
	ups 'n downs	72 0	39 7	12 10
	Lashfix	24 0	13 2	4 1
	Lash fixer	24 8	13 7	4 3
D	Ferbelan (179 BDH)			
C	Fluothane (649 ICI)			
	50ml	30 0ea	—	—
	250ml	120 0ea	—	—
Geriomar (1555 PAPA) †				
•	tablets (vet.)	90	—	30 7
	forte	90	—	50 11
A	Johnsons (672 Johnson)			
	cotton wool			
	household	14 6	—	1 9
	N-A dressings	5 8	—	8½
D	Ledermycin (746 Lederle)			
	syrup 2oz and 16oz			
D	Methionine (179 BDH)			
D	Methyltestosterone (179 BDH)			
D	Mycil (179 BDH)			
	spray pack			
D	Natural Wonder (1052 Revlon)			
•	lipstick	—	—	10 9
D	Oestroform (179 BDH)			

A = Price Advanced
R = Price Reduced
• = New entry
D = Delete
C = Correction
I = Insert

Orlane (1145 Sirex)				
•	creme active liquide			
	tube	—	—	47 6
	jar	—	—	75 0
Orlest 28 (938 PD) ts4B				
•	tablets 1 mg			
	single wallet	48 0	—	6 0
	three wallets	104 0	—	13 0
Paddi (1073 Robinson)				
	cotton wool balls			
R	coloured	50 12 0	—	1 6
D	Parvol (179 BDH)			
	Peps (1530 Fisons)			
•	rolls (3)	17 8	6 6	2 6
D	tin	—	—	—
	Piriton (34 A & H) 57			
•	syrup	150ml	36 0	4 6
D	4oz	—	—	—

D Progestin (179 BDH)				
• Softcare (810 Maw)				
active night cream				
	2oz	42 0	23 1	7 3
	4oz	67 0	36 10	11 6
cleansing cream				
	2oz	42 0	23 1	7 3
	4oz	67 0	36 10	11 6
lotion				
	5oz	57 0	31 4	9 9
hand cream				
	4oz	57 0	31 4	9 9
	5oz	57 0	31 4	9 9
moisturising cream				
	2oz	51 0	28 0	8 9
	5oz	70 0	38 6	12 0
skin food				
	2oz	64 0	35 2	11 0
skin freshener				
	4oz	67 0	36 10	11 6
D Stilboestrol (179 BDH)				
Tek (672 Johnson)				
A	toothbrush nylon			
	shorthead	13 4	—	1 8
	supersoft	16 0	—	2 0
	Major multituft	18 0	—	2 3
Tender Touch (672 Johnson)				
A	pleats white	36 0	—	1 6
	wool roll	2oz	27 8	1 1
	(3 doz.)	4oz	47 11	1 11
	(3 doz.)	16oz	74 0	4 3
	(2 doz.)			
Terramycin (969 Pfizer)				
D	tablets 50mgm 100			
Tetosterone propionate (179 BDH)				
D	Tetrex (171 BLL) T5			
•	syrup	500ml	47 6ea	71 3
D	16oz	—	—	—
Theonar (912 O)				
I	tablets	500 257 6ea	—	—
Tried & True (813 MF)				
	shampoo kit	77 4	42 10	13 0
Tryptizol (837 MSD) ts4B				
•	syrup	200ml	15 0ea	22 6
D	4oz and 16oz	—	—	—
Vichy-Celestins (1519 5A)				
A	bottles	41 0	9 0	5 2
Vicky Grand-Grille (1519 5A)				
A	bottles	41 0	9 0	5 2
Vichy Hopital (1519 5A)				
A	bottles	41 0	9 0	5 2
Vittel Grande (1519 5A)				
A	bottles	41 0	9 0	5 2
Vittel Hepar (1519 5A)				
A	bottles	41 0	9 0	5 2
Wright's (1351 WLU)				
I	coal tar ointment			
	1oz	14 0	5 2	2 0
	4oz	28 9	10 7	4 1

AMENDMENTS AND ADDITIONS TO KEY TO SUPPLIERS

75 AAL=Aurum Ambrosium, Ltd., 7 Milbourne Street, Blackpool, Lancs. Blackpool 22117.
957 Perl=J. L. Perl, Ltd., 8 Esterbrooke Street, London, S.W.1. 01-834 8843.
1263 Upjohn=Upjohn, Ltd., Fleming Way, Crawley, Sussex. Crawley 31133.
1555 PAPA=Pan-American Pharmaceutical Associates, Ltd., 3 Bucklersbury, London, E.C.4. 01-248 7082.

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A.

B.

C.

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Package A is for sunglasses. A new full-colour showcard is given free with 18 of our best-selling sunglasses.

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But we hope you'll try one, or more, of the package deals this year.

We've designed them to sell a lot of sunglasses.

And isn't that what you want, too?

Polaroid sunglasses.

Winter
has
its
bright
side

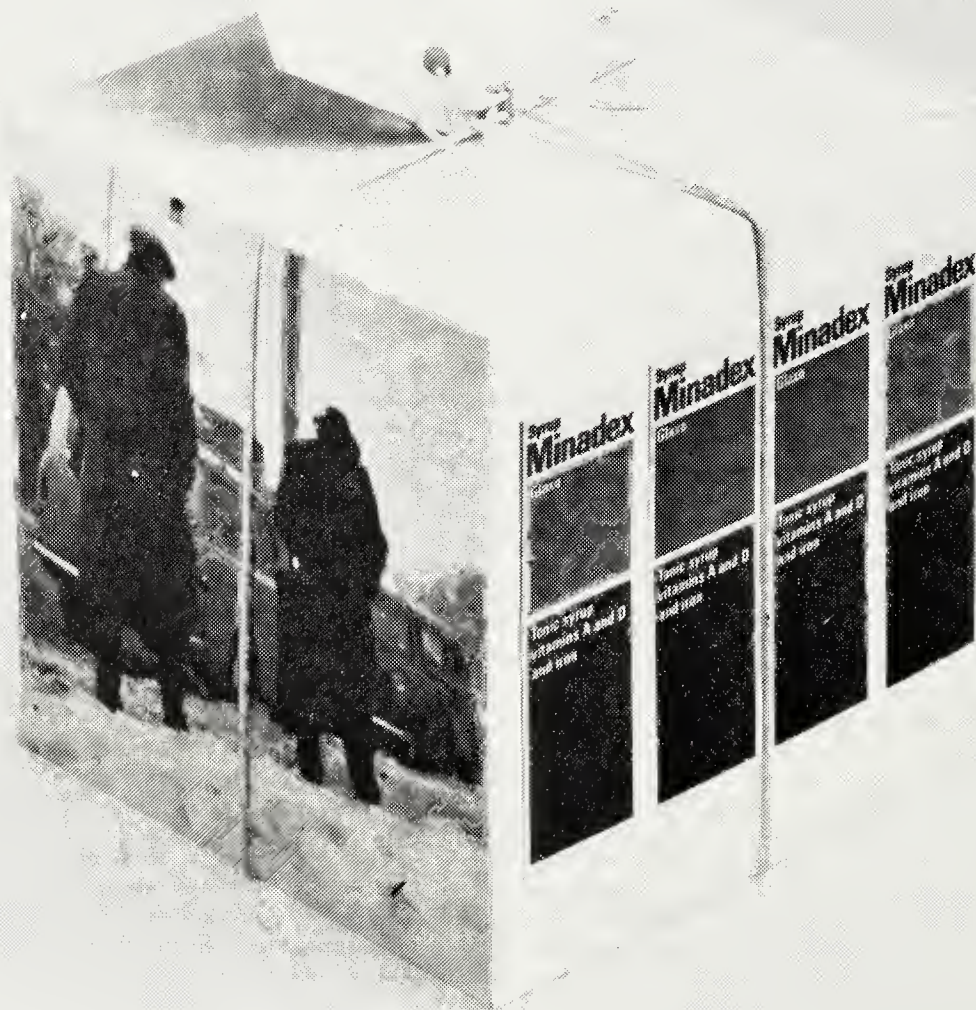
Snow and rain, colds and coughs.
Very depressing. But at least
business is bright. Plenty of
people will be in asking for
Minadex. Pleasant, stimulating
Minadex is so often
recommended for all the family
when winter undermines their
health. So winter is no time to be
caught with your shelves empty.
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yourself a generous margin, why
don't you make Minadex part of
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Minadex

Minadex is a Glaxo trade mark



Glaxo Laboratories Ltd
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ESTABLISHED 1859

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A Professional Responsibility

THE remarks of Mr. A. Howells (president of the Pharmaceutical Society) at the recent Press conference on metrication (see p. 206), should be noted carefully by all contractors to the National Health Service and not only passed on to all their assistants but acted upon by all concerned. As Mr. Howells said, "The man in the street has only the haziest idea of what 5 ml is . . . and the main responsibility for teaching him will fall on the pharmacist." Just how true that is has been demonstrated to us already. We have had pointed out to us the dilemma of a patient who was prescribed Benylin expectorant and whose medicine, when he received it, was labelled "one 5-ml spoonful to be taken . . ." but who had been given no spoon and no other instructions when the medicine was handed out. The neighbour who collected the medicine said she was about to administer the dose when she was confronted for the first time with a dose of 5 ml. Was it a table-spoonful, a dessertspoonful or a teaspoonful? she asked. What dose was eventually given we do not know but we are bound to fear that, since the correct measure was lacking, it was an overdose. The dangerous consequences that might arise in some cases from such an important omission cannot be over-emphasised.

First Impressions of the Change to Metric

REPORTS reaching the *C. & D.*, up to Tuesday afternoon this week have suggested that the transition from the apothecaries' system to metric-system dispensing has at least begun more smoothly than might have been expected. Many factors might have been expected to militate against a straightforward changeover, not least the lateness of arrival of many documents designed to inform chemists and doctors of the mechanics of the operation. So far as doctors are concerned, that may have been a blessing in disguise, as some we have come to hear about began metric-system prescribing before the appointed day—and in so doing left the pharmacist to cope with prescriptions calling for 10-ml doses of B.N.F. mixtures not yet official! To the pharmacist the belated notification of changeover details has meant all too little time to become familiar with the tables of "conversion by approximation." Moreover the failure to agree all the details at an early date has meant that the Pharmaceutical Society's tape-recorded lecture-cum-slides (which, incidentally, provide an excellent practical exercise) was completed too late for circulation to

all branches before March 3. Once again, therefore, the practising pharmacist has been left to display his normal professional instincts so as to make the best show he can of dealing with a difficult problem. Once again, true to form, pharmacists have, by and large, successfully surmounted the difficulties.

Certainly the pharmacist has been the one who has had to explain matters to the public. He has been helped by no costly advertising campaign such as that which was mounted to explain the prescription charges. All that has occurred publicity-wise has been a Press conference that produced a few column-inches in most national newspapers. In some areas the public-relations efforts of the Pharmaceutical Society, through its Branch Press officers, seem to have fared better with the local newspapers.

Despite the dearth of publicity, however, many patients seem to have been prepared for the changes. "Regulars," of course, have been conditioned during the past two years, through the 5-ml dosage of linctuses, etc., to accept the 5-ml spoon.

For many doctors, thinking in metric terms is bound to come hard, especially as, in the past, they have been able to please themselves which system they used. The pharmacist, on the other hand, has always had to live with—and interchange—all systems in use. No doubt he will, as always previously, bear with his medical colleagues when they show signs of floundering. Indeed one might say that the opportunity to engender inter-professional co-operation has never, perhaps, been greater than at present.

We rejoice to be able to report, from our own inquiries, that at least there has been evidence of goodwill on the doctors' part. A sample survey at a North London suburban pharmacy during the past few weeks showed that, at the end of January, about 5 per cent. of the prescriptions received (largely for antibiotic syrups, etc.) were written wholly in metric. A further 20 per cent. would have required conversion if written unchanged after March 3. During the week after the issue to doctors of ECN 706, nearly 10 per cent. of the prescriptions were in metric and only 13.5 per cent. would have needed conversion. Analysis of the prescriptions dispensed on Monday and Tuesday this week (the first days of the changeover) revealed that 28 per cent. of the prescriptions were wholly in metric and only 8½ per cent. required conversion (the metric figures do not include proprietary ointments, etc., put up in metric packs). The proprietor pharmacist concerned suggested that the apparent increase in the percentage of liquid medicines might have been due to doctors' thinking about the need to prescribe in the new way. We hope that the experience of our sample has been fairly typical and that the change continues as smoothly as it has begun.

Overseas Trade in Pharmaceuticals

THE year has started well for United Kingdom exports of medicinal and pharmaceutical products. Although no record was broken so far as the value of total shipments of those products were concerned the value at £8,192,000, or £9,142,000 with the addition of medicated and non-medicated dressings, was the second highest on record. What is perhaps more interesting is the geographical pattern that is emerging in respect of the destinations of those exports. At one time it was the

EXPORTS	£'000		£'000		£'000
Vitamins, bulk	307	Organotherapeutic glands, etc.,		Sulphonamides, bulk	88
products	128	" bulk	22	" tablets	32
Antibiotics		" products	7	" other products	60
Penicillin, bulk	509	Sera and vaccines	157	Citric acid	65
" products	638	Aspirin, bulk	54	Other medicaments	3,565
other antibiotics, bulk	645	" products	59	IMPORTS	
" " products	834	Antihistamine products	92	Vitamins	185
Alkaloids, bulk	276	Antipaludics products	55	Antibiotics	644
" products	21	Barbiturates, bulk	41	Alkaloids	124
Hormones, bulk	37	" products	16	Glycosides, glands, sera, vaccines	180
" products	606	Ointments, liniments*	99	Proprietary and veterinary medicines	465
Glycosides	28	Surgical dressings	950	All other	305
				*not specified elsewhere	

Commonwealth countries headed by Australia that provided the biggest markets for the country's pharmaceutical exports. More recently the Republic of Ireland has usually topped the list. The European countries, in particular France, have stepped up their purchases recently and usually appear among the "top five." Japan has also become a most important customer and the efforts made by the large British companies to sell in that market appears to be bearing fruit; in January shipments were valued at £425,000. Exports to the Irish Republic were valued at £527,000; the United States came next with £470,000 closely followed by Switzerland's £467,000 and Belgium's £465,000. A "breakdown" of division 54 (together with certain items from division 51) of the Overseas Trade Accounts (H.M. Stationery Office, price 30s.) is given for January's exports and imports in the accompanying table. There is a slight change in the presentation of this division the separate items "proprietary" medicines and "other"

medicines which previously appeared have now been telescoped under the entry "other" medicines.

Imports at £1,903,000 were also at a high level during January. On only two occasions in 1968 was that total exceeded. Antibiotics accounted for one-third of the value. Western Germany's sales of pharmaceuticals to the U.K. were valued at £262,000 being behind the United States (£441,000) and Switzerland (£286,000).

Is Our Face Red?

AFTER bravely proclaiming our own metrication policy last week (p. 195), we failed to ensure that what appeared was strictly in accordance with what was written. Our abject apologies to all concerned, and our assurance that our style for the future will be:

Five grammes	5 g (in dosages 5 G)
Five mils	5 ml
Five microgrammes	5 µg
Five kilogrammes	5 kg

HOSPITAL PHARMACY FORUM METRICALITIES; PURCHASE BY TENDER

By a HOSPITAL PHARMACIST

THERE were once good grounds for hoping that advantage would be taken of the changeover to all-metric dispensing to eliminate the word "spoonful" from the labels of dispensed medicines. Unfortunately that is not to be so. Instead it has been decided that the doses of liquid medicines are to be expressed in terms of "5 ml spoonfuls" and the patient provided with a standard plastic spoon for use as a measure.

Plastic spoons of varying capacities are already issued with ice cream and other foodstuffs, and also with some proprietary medicines. Most households are likely to have a few of them tucked away in the cutlery drawer and the patient who mislays or breaks his standard spoon may well feel that another one of apparently similar capacity will do equally well. Would it not have been safer to label liquid medicines in terms of millilitres and provide the patient with a cheap graduated plastic measure that bore no resemblance to a household spoon? He could be handed a leaflet carrying simple instructions on its use and pointing out that modern medicines could be dangerous unless carefully and accurately measured. That message could be reinforced by a vigorous Press and television advertising campaign.

It will be argued, of course, that many patients could not be trusted to use a graduated measure, yet most of us are aware of almost illiterate diabetics who, with a little patience, can be taught to measure and administer the prescribed dose of insulin. In any case, expression of the dose in terms of 5 ml spoonfuls does not entirely remove the possibility of error, as witnessed by a recent case in which a mother gave her baby five teaspoonfuls instead of one 5-ml spoonful as instructed.

The situation is likely to be made more difficult because many doctors will almost certainly continue to give verbal instructions in terms of teaspoon and tablespoonfuls. Since March 3 it has been illegal to use any system of weights and measures other than the metric system for dispensing prescriptions but so far as prescribing is concerned the doctor may do as he pleases. If only Parliament could have summoned up enough courage to insist that both prescribing and dispensing should henceforth be in the metric system the changeover could have been made quite smoothly. However, such an instruction would have been construed as an interference with the doctor's professional freedom and therefore resisted to the last ditch. Pharmacists, however, are much more docile and unlikely to raise any serious objection to legislation that requires them to relieve the doctor of the necessity to change his long-standing habits. The physician can go on prescribing in grains and minims knowing full well that the pharmacist will be committing a legal offence if he dispenses the prescription as it is written.

Incidentally it would be interesting to know whether it will be illegal for a dispensing doctor to use, after March 3, any system of weights and measures other than the metric system. Will he be liable to prosecution if he continues to label his medicines in terms of domestic spoonfuls or are legal sanctions to be reserved only for use against pharmacists? The answer to that question, one feels, is almost a foregone conclusion.

A Tender Spot

SINCE the hospital service was "nationalised" in 1948 hospital authorities have come under increasing pressure to

follow the example of other large consumers by purchasing as many of their requirements as possible by competitive tender. That procedure has now become the accepted practice for drugs and pharmaceutical preparations, and at present the annual value of the contracts must run into several million pounds.

One of the main principles involved in the purchase of any item by competitive tender is that the buyer should lay down a standard to which the material to be purchased must conform. With those drugs for which standards of purity and potency are laid down in the British Pharmacopoeia or British Pharmaceutical Codex that is a relatively simple matter, but today the tendency is for hospitals to purchase manufactured pharmaceutical preparations rather than drugs and here it is much more difficult to ensure that all prospective suppliers are quoting for identical products. Little difficulty normally arises with long-established preparations for which the B.P. or B.P.C. lay down tight specifications, designed to ensure that the product is identical whether it is manufactured in Berwick-on-Tweed or Bognor Regis. Take, for instance, compound syrup of glycerophosphates; the 1963 B.P.C. specified not only the active ingredients, but also the colouring and flavouring agents. Nothing was left to the discretion of the manufacturer and, that being so, purchase by competitive tender was a reasonable procedure. Today the situation is very different. The 1968 B.P.C. defines phenoxymethylpenicillin mixture as "a suspension of phenoxymethylpenicillin, or phenoxymethylpenicillin potassium or of phenoxymethylpenicillin calcium in a suitably coloured, flavoured oily vehicle." Provided that the product contains the specified

quantity of phenoxymethylpenicillin the supplier is free to exercise his virtuosity in the choice of colour, flavour and vehicle. The B.P.C. Revision Committee freely admits that it is not in a position to give a detailed formulation of preparations of the kind just described. They are proprietary products sold under registered trade marks and only included in the B.P.C. because it is felt that published standards should be available. However, as the older preparations fall into disuse it must be expected that the B.P.C. will be forced to accept an ever-increasing number of those for which it cannot lay down complete specifications and that, if so, the number of items amenable to purchase by competitive tender will steadily decrease. Of course it is most unlikely that doctors will ever write prescriptions for phenoxymethylpenicillin mixture. Instead they will continue, as at present, to order their favourite proprietary brand of it, if only to ensure that the patient is supplied with an identical product wherever he presents the prescription for dispensing. Even in the hospital service where the pharmacist often has authority to supply a brand other than that specified by the prescriber, it would not be easy to persuade a patient that the bright-red raspberry-flavoured liquid now being offered was identical with the vivid-green lime-flavoured one previously dispensed.

Doctors working in the hospital service were almost "conned" into accepting substitution and one sometimes wonders how long it will be before they insist on equal treatment with their general practitioner colleagues. If and when they do, the purchase of pharmaceutical preparations by competitive tender will become an untenable proposition.

SHOP TOPIC (17)

Look at Your Shop Layout

IMPROVEMENTS in shop layout can help profit by streamlining the work of assistants. When that leads to a reduction in selling time (and therefore of selling cost) per £ of sales, it can be of great importance to the retail chemist. It may also ease pressure at peak times, sometimes reducing maximum staff required. Streamlining can even make it exceptional for a customer to leave without buying because she could not wait for attention.

A better layout will often enlarge actual sales. It does so by aiding attractive display and presentation, which may well make shopping simpler and more agreeable and help to create in customers' minds a mood in which purse-strings are loosened.

Self-selection

Ideally, the layout should make proper provision for the reception and storage of merchandise, for dispensing, for the actual selling transactions, for the traffic of customers and assistants within the shop, and for the display of merchandise. In pharmacy full self-service is not possible but some degree of self-selection may be. Whether it is depends very much on space available, the shape of the premises, and the likelihood of pilfering. Under self-selection every item in the stock range will need to be represented in the shop's interior display, and displaying merchandise takes much more space than merely stocking it.

One alternative to self-selection that has had some success is to abolish selling counters and display goods on walls, wall-shelving, and free-standing cabinets and fittings arranged round a central selling area. In that area assistants are stationed with cash register and table for wrapping. Of an item stocked in three colours only one colour need be displayed provided the ticket says "Also stocked in green and red", or whatever is appropriate. That compromise between self-service and traditional shop counters may appeal even to the chemist who sees his independent business as one of the remaining strongholds of personal service.

Most "smaller" chemists, of course, know exactly how they would rearrange the layout of their shop if only it were twice the size, or square instead of oblong. But the fact that there will inevitably be a considerable amount of make-shift about any arrangement of the space should not deter any proprietor pharmacist from a serious effort to make the best of his resources. Many small changes can contribute to better layout. A sliding door, for example, instead of a hinged door, into a stockroom could well add to the available stock space.

The beginning of successful layout does not lie in a study of elegant shop fittings. It lies in an examination of the life and work of the shop, especially the selling operation. Two expressions commonly used in this type of review are "work study" and "method study". Work study means that the work involved in a task is scrutinised to see how far it could be simplified so as to save time. Method study asks whether the task could be done in a different and better way. Thus if a shopkeeper were still wrapping in paper and string the items sold, work study would see whether the table used was of the right height, possibly suggest a roll of paper with blade attached, and propose a more convenient string "dispenser". Method study, on the other hand, might propose that paper and string should be replaced by paper bags.

That illustration, though somewhat academic, will help in understanding an important distinction, namely between a task done more efficiently, yet in the same way, and the doing of the same task in another way altogether. Whether new premises are to be fitted out, or the arrangement of existing premises is being reviewed, work and method study should always precede decisions on layout and on any purchase of fittings.

STANLEY TOWNSEND.

NOT QUITE THE SAME: "Did you say chemists were forced to be unscrupulous?" — "No. I said they were no longer allowed to use scruples."

GUIDE TO NEW MEDICAMENTS

Information about proprietary products supplied principally on prescription. Reprints on perforated gummed paper for affixing to index cards are obtainable from the Editor. Notes on the products appear on p. 132.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, March 8, 1969

DIOVOL FORTE tablets

MANUFACTURER: Wallace Laboratories (division of Carter Wallace, Ltd., Wear Bay Road, Folkestone, Kent.

DESCRIPTION: Round white tablets, double scored both sides, each containing 300 mg of aluminium hydroxide and magnesium carbonate co-dried gel, 100 mg of magnesium hydroxide and 250 mg of dimethylpolysiloxane.

INDICATIONS: Flatulence, dyspepsia, gastric hyperacidity, heartburn (including heartburn in pregnancy), peptic ulcer, hiatus hernia, gastritis, postoperative distension.

DOSAGE: One or two tablets should be taken three times daily between meals and at night.

PACK: Strip packed in foil in outer of 100.

SUPPLY RESTRICTIONS: Recommended on prescription only.

FIRST ISSUED: February 1969.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, March 8, 1969

GENTICIN paediatric injection

MANUFACTURER: British Schering, Ltd., Slough, Bucks.

DESCRIPTION: 2-ml multidose vials containing in each 1 ml of injection solution 10,000 units of gentamicin as gentamicin sulphate (equivalent to 10 mg of gentamicin base).

INDICATIONS: Gram-positive and Gram-negative infections, both systemic and of the urinary tract.

DOSAGE: *Systemic infections*: 0.8 mg gentamicin per kg body weight. *Urinary tract infections*: 0.4 mg per kg body weight. The doses are normally given by intramuscular injection every eight hours for up to seven days, but may be given six-hourly in severe systemic infections.

SIDE EFFECTS: Vestibular disturbance can follow excessive serum levels resulting from incorrect dosage or impaired renal function.

SHELF LIFE: Two years.

PACK: 2-ml multidose vial in pack of six.

FIRST ISSUED: January 1969.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, March 8, 1969

PAEDO-SED syrup

MANUFACTURER: Pharmax, Ltd., Thames Road, Crayford, Kent.

DESCRIPTION: Clear lemon-flavoured liquid, each 5 ml of which contains 200 mg of dichloralphenazone and 100 mg of paracetamol.

INDICATIONS: Relief of pain and reduction of fever in children and babies, associated with teething, headache, carache, toothache, colds, coughs and infectious fevers.

CONTRAINDICATIONS: Severe renal or liver disease.

DOSAGE: According to age: - up to 6 months 2.5 ml; 6-12 months 5 ml; 1-4 years 10 ml; over 4 years 15-20 ml. To be diluted in milk or fruit squash.

RECOMMENDED DISPENSING DILUENT: Syrup.

SIDE EFFECTS: Skin eruptions may rarely occur.

STORAGE: Should be stored in a cool place and protected from light.

PACKS: Pack of 1 doz. 5-ml sachets. Bottles of 100 ml and 500 ml.

SUPPLY RESTRICTIONS: P.L., S.4B.

FIRST ISSUED: Revised formulation January 1969.

UROPOL capsules

MANUFACTURER: Bristol Laboratories, Ltd., Stamford House, Station Road, Langley, Bucks.

DESCRIPTION: Dark red capsules, marked "Bristol," each containing 125 mg of tetracycline phosphate complex 250 mg of sulphamethizole and 50 mg of phenazopyridine hydrochloride.

INDICATIONS: Urinary tract infections including cystitis, pyelitis, urethritis and pyelonephritis.

CONTRAINDICATIONS: Contraindicated in patients hypersensitive to any of the components, pregnant females at term, hepatic or renal failure (*see manufacturer's literature*).

DOSAGE: The usual adult dose is one or two capsules four times a day.

SHELF LIFE: Up to two years at room temperature.

PACKS: Bottles of fifty and 250.

SUPPLY RESTRICTIONS: P.L., S.4B., Therapeutic Substances Act.

FIRST ISSUED: January 1969.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, March 8, 1969

QUELLADA shampoo

MANUFACTURER: Stafford-Miller, Ltd., 166 Great North Road, Hatfield, Herts.

DESCRIPTION: Clear lotion containing 1 per cent. of gamma-benzene hexachloride in a cosmetically pleasant shampoo base.

INDICATIONS: Pediculosis and crab lice.

METHOD OF USE: The following procedure is recommended:-

(1) Wet hair thoroughly with warm water; (2) pour one half of the bottle (two tablespoonfuls) onto the infected area and work into a luxuriant lather; (3) rub vigorously for at least four minutes, being sure to cover all hairy areas; (4) rinse hair thoroughly and rub with dry towel; (5) comb hair with a fine tooth comb to remove any remaining nit shells.

PRECAUTIONS: Should be used only on the hairy areas of the body. During shampooing, contact with the eyes, nose, mouth or other delicate membranes should be avoided. Should lather accidentally get in the eye, the eye should immediately be flushed with water. If necessary shampooing may be repeated in twenty-four hours, but not more than twice for any one infestation, nor in any one week. If condition persists, use should be discontinued. Should not be used as a routine shampoo, nor if broken or infected skin is present.

PACK: Bottle of 55 ml.

FIRST ISSUED: February 1969.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, March 8, 1969

SERENACE capsules

MANUFACTURER: G. D. Searle & Co., Lane End Road, High Wycombe, Bucks.

DESCRIPTION: Two-tone green capsules each containing 0.5 mg of haloperidol.

INDICATIONS: Anxiety neurosis; tension states; psychosomatic conditions associated with anxiety.

DOSAGE: One capsule should be taken twice daily.

SIDE EFFECTS: Extrapyramidal effects may occur at higher doses but have not been seen at the recommended dosage.

PACKS: Bottles of fifty, 250 and 1,000.

SUPPLY RESTRICTIONS: P.L., S.4B.

FIRST ISSUED: January 1969.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, March 8, 1969

VENTOLIN inhaler

MANUFACTURER: Allen & Hanburys, Ltd., London, E.2.

DESCRIPTION: Metered aerosol delivering 100 µg of salbutamol per inhalation, with a specially designed actuator. Each canister provides 200 inhalations.

INDICATIONS: Relief of bronchospasm in bronchial asthma of all types; chronic bronchitis; emphysema.

CONTRAINDICATIONS: Care should be taken in patients with hypertension, myocardial insufficiency and thyrotoxicosis.

DOSAGE: One or two inhalations, repeated four-hourly if required.

PACK: Aerosol delivering 200 inhalations.

SUPPLY RESTRICTIONS: Recommended on prescription only.

FIRST ISSUED: January 1969.

NEW BOOKS

Art of Make-up for Stage, Television and Film

VLASTIMIL BOUBLIK. *Pergamon Press, Ltd.*, Headington Hill Hall, Oxford, 9 x 6½ in. Pp. 187. 50s.

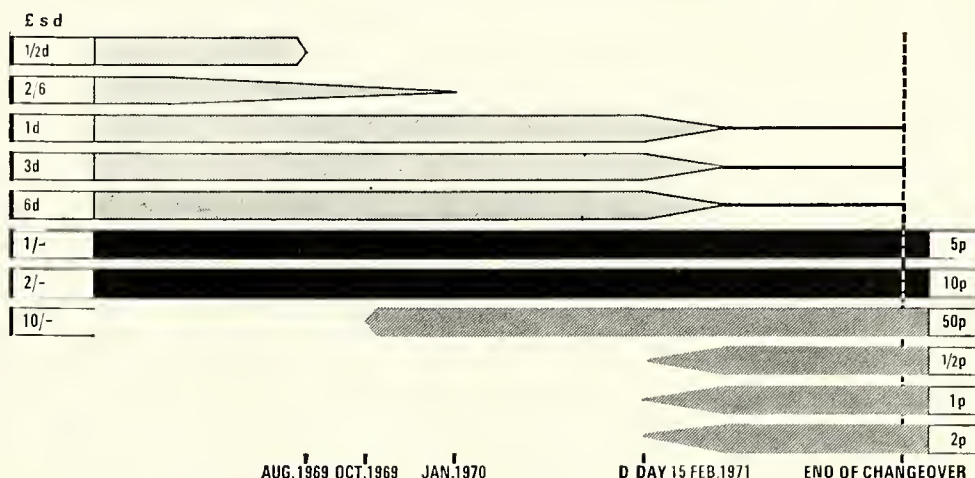
BECAUSE of their broadly based training in the sciences and the necessity to acquire some amount of manual dexterity, pharmacists include among their number many "do it yourself" enthusiasts. Many others who may be less inclined to strive after a high degree of efficiency when undertaking unusual tasks like to know "how it's done." To those groups of pharmacists this book is likely to appeal, though its purchasers will no doubt be principally stage and screen make-up artists and professional photographers. The text includes a history of make-up, chapters on facial anatomy. "Corrective" make-up is explained in some detail.

Decimal Currency Changeover

TOP PRIORITY NEEDED FOR MACHINE CONVERSION

THE Decimal Currency Board has announced itself satisfied that most of Britain's big retailers are well advanced in their plans to switch to decimal currency on D Day (February 15, 1971), when Britain officially adopts decimal currency. Lord Fiske (chairman of the Board) said so in London on February 13, when he reviewed the Board's programme and outlined plans for the remaining period before the changeover. With only two years to go to D Day, the Board's next main target would now be, he said, to encourage action by the 400,000 smaller retailers. 1969 would be "the year of the retailer." Progress on that front was vital to a smooth changeover, because the retail trade would be in the front line on D Day, and decimalisation in action would first be seen by the man and woman in the street in cash transactions in shops. In many circumstances it would be to the small shopkeepers, known personally to his customers, that the public (especially the more elderly) would be looking for help and guidance. If, therefore, the small retailer was prepared, he would be doing a good job for his customers, himself and decimalisation.

Lord Fiske gave the findings of a survey conducted on behalf of the Board among 600 or so medium and



HOW THE COINAGE WILL CHANGE

At the end of the changeover period, up to eighteen months after D Day, the 1d, 3d and 6d will be demonetised.

small retailers throughout Britain in January. It showed that 58 per cent. had already taken some action to prepare for the change, and that 25 per cent. had made definite arrangements about their cash registers.

"I cannot say too clearly to smaller retailers that they may find themselves at a trading disadvantage, and may even lose business, if they do not

emulate the large concerns and the enterprising 58 per cent. of smaller businesses that have already begun preparations. Arranging to have business machines converted or replaced should be their top priority."

The Board estimated that 2½ million business machines would have to be converted or replaced. With the business-machine industry facing such a huge task it was essential that users' requirements should be made known well in advance, so that the industry could deploy its resources in the most effective way. If the small retailer put off approaching his supplier he could find himself at the end of a long machine-conversion queue, and could thus be jeopardising his chances of a smooth change to decimal working. Bookkeeping would also be more complicated for the unprepared, as manufacturers could be expected to turn-over without delay.

From experience in Australia and New Zealand the public could be expected to show a marked preference for the well organised decimal shop, with trained and informative staffs and clearly labelled decimal prices. Most of the nation's business was likely to be transacted in decimal terms within weeks of D Day. Though old pennies, threepenny pieces and sixpences would remain legal tender for a time, they would quickly "dry up" in people's pockets as more and more shops went decimal and stopped giving those coins in change. The new, lighter, decimal bronze coins would take over and many people would not want to bother themselves with shops trading in the old currency.

The Board's publicity programme on the year of the retailer theme includes an advertising campaign directed at the retailer, aimed at stimulating action on machine conversion or replacement; "take-action-now" leaflets to be sent to retailers throughout the country; production of a 20-minute colour film dealing with decimalisation questions of special retailing interest; and talks by Board

For use in an £p shop

£1.49½
29½

4p
10d

£8.75 £8.15-0

65p
13s

26p
5¾d

7½p
1½d

£2.27½
45½d

For use in an £sd shop

29½d
£1.49½

10d
4p

£8.15-0 £8.75

13s
65p

5¾d
26p

1½d
7½p

45½d
£2.27½

EXAMPLES OF DUAL PRICE LABELS: The public will expect dual price labels during the changeover period. The "guidance" price should be the conversion table equivalent and the word "or" should never be used.

speakers at meetings and seminars organised for the retail and distributive trades.

In reply to a question, Lord Fiske said that a "reasonable quantity" of the new bronze coins was available through banks for staff training purposes.

A Booklet For Retailers

A booklet, "Cash transactions during the changeover" (H.M. Stationery Office, price one shilling) intended primarily for retailers, was published by the Board on February 20. It says that, during the changeover period, £s.d. and the new decimal money will be in use side by side throughout Britain, but shops and other organisations will be working in one or other system, not both simultaneously since that would be confusing and compli-

cated for shop assistants. Most of the difficulties and misunderstandings of the changeover period will spring from the fact that, below sixpence, the two coinages diverge. But the booklet makes it clear that, if a shopper cannot pay exactly for a decimal purchase that ends in odd new pence, he can hand over a note or coins valued at more than the price asked and receive change. Provided he tenders an amount that is a multiple of 2½p or 6d, he can always be given correct change. The amount tendered may include £s.d. coins. In an £s.d. shop the same situation will apply in reverse. Examples of change-giving situations are given in the booklet. The Board dismisses any suggestion of a need for shops to have two tills or an exchange point at which shoppers can "buy" coins of the currency

in which the shop is operating.

Mr. N. E. A. Moore (secretary of the Board) said recently, in discussing the booklet, "It is a common delusion to assume that people will need to do complicated mental arithmetic during the changeover. They won't. Conversions from old to new will be rarely needed, and when people chose to make them they will have conversion tables or dual price tickets to help them."

The Board says it is important to realise that conversion tables are not intended to be applied to the exchange of coins. The booklet gives the argument for and against dual pricing of goods and suggests that the most convenient time to begin dual pricing is likely to be after Christmas 1970. It would usefully coincide with the Board's main publicity campaign.

Design and Practice of Clinical Trials

INDUSTRY'S MEDICAL ADVISERS DISCUSS THE PROBLEMS

DOCTORS who support the testing of new drugs "so long as somebody else does it" were strongly criticised by two of their professional colleagues in papers presented at a two-day symposium in London on February 12 and 13. Title of the symposium, which was arranged by the Association of Medical Advisers in the Pharmaceutical Industry, was "Principles and Practice of Clinical Trials."

DR. J. A. L. GORRINGE (Parke, Davis & Co.) deplored that there were not more doctors willing to carry out such trials. To some, he said, therapeutics was a "second class branch of medicine." The blame was on the medical schools which gave too little teaching about the basic techniques of drug evaluation. They needed to "get across to students that the therapeutic revolution is not yet over." Dealing with other difficulties experienced in arranging trials, the speaker said that investigators tended to specialise more than was necessary in one class of drugs. One of the greatest problems was achieving comparability in test groups and Dr. Gorringe warned that the criteria of trials should be fixed so as not to exclude too many potential subjects.

Pressures to Provide New Drugs

The first speaker's views on doctors, medical schools and trials were echoed by DR. T. B. BINNS (CIBA Laboratories, Ltd.) who said there was tremendous pressure to provide new drugs for which there was a big market, but every year it became technically more difficult and more hazardous to do so. Who, then, was going to look for drugs for the rare diseases? Such promising drugs as were now discovered were often "flukes." In future the cost of developing them could well prevent them from being marketed. He foresaw a time when research in those areas would have to be subsidised by the Government. A similar situation existed with products kept at a loss in manufacturers' lists as research tools. At some future date they might never even reach the lists. Speaking on drug

control authorities, Dr. Binns complained that while responsibility for demonstrating efficacy and safety was on the manufacturer, the onus of prescribing wisely was on the doctor. The Dunlop Committee's success had been in applying first-class professional judgment, making the Committee the envy of many other countries. On the design of trials themselves it was important, he said, to use the final dosage form, and to know when there was any "drug defaulting" (omission of doses) by the patient.

Planning of Trials

Several speakers described aspects of trial planning. Dr. C. C. DOWNIE (Imperial Chemical Industries, Ltd., pharmaceuticals division) said that the first administration to man of a new chemical was the biggest step in its development and the greatest potential hazard. Though in the past the hazard had been minimal, the aim must always be to obtain as much information as possible with the smallest exposure of the subject to the chemical under test. Pre-requisites were a method of estimation (preferably chemical); a knowledge of blood levels attained in a variety of species from single and multiple dosing by various routes; an indication of the blood levels at which desired effects are observed and toxic effects appear, and a knowledge of the metabolism, distribution and elimination of the drug.

Ethical considerations of drug trials were discussed by DR. E. M. GLASER (Riker Laboratories) who gave as the basis the benefit likely to be derived by the patient. If the new medicine was likely to have advantages over the old, then it must be ethical to use it. Untreated controls were acceptable only so long as no treatment was "good medicine." The best people to take a new drug for the first time were those who had carried out the animal research. If they were not willing to undertake those trials they should not ask others to do so. The payment of subjects was not desirable, as it might induce people to do something they

otherwise would not wish to do, claimed the speaker.

How to design the "ideal" trial was adumbrated by DR. D. M. BURLEY (CIBA Laboratories, Ltd.). Dr. Burley advocated an initial pilot study to iron out the problems that would inevitably arise—in administration, for example. His trial design team comprised the consultant and his registrar, the pharmaceutical-medical adviser, a pharmacist (representing both manufacturer and the hospital pharmacist who might have to distribute the drug), a statistician and a ward sister. He supported inclusion of general-practitioner trials in the scheme because, by the time the product came to the market, it was often only the pharmacological studies that had been published. DR. C. MAXWELL (Geigy (U.K.), Ltd., pharmaceutical division) stressed the need for the statistician's help in planning any trial, so that the results could be made to have significance.

Further support for general practitioner trials came from a statistician, MR. J. GRIMSHAW (Beecham Research Laboratories), who said that single-drug trials in that area could show up effects that hospital comparative trials were not designed to do. DR. J. D. FITZGERALD (Imperial Chemical Industries, Ltd., pharmaceuticals division) stressed that the rôle of the pharmaceutical doctor in drug evaluation should be constructive as well as co-ordinating. Training was required for the work, such as two years' in-company experience in drug evaluation, and two years' in introducing new drugs to the sales range, followed by specialisation in some particular aspect.

Cover Against Risks

A warning that a doctor might not be covered by medical defence societies against abnormal risks connected with the development of new compounds was given by DR. D. R. CHAMBERS (Hoechst Pharmaceuticals, Ltd.). The medical adviser's relationship with his company was, in law, that of servant and master. He must therefore tell the company what he was doing, and the

company should seek insurance cover for him as an employee.

Second day of the symposium was devoted to special problems of testing drugs active in various body systems. PROFESSOR W. I. CRANSTON (St. Thomas' Hospital, London), held that, in drug evaluation in hypertension, all blood pressure readings needed to be taken on instruments that eliminated bias in the observer. In early trials of the more potent drugs there was a case for using no controls, as it was not ethical to withhold treatment from seriously ill patients. With less potent drugs (such as the thiazides), controls were required, including the placebo, which was the only way to distinguish drug effects from environmental and other variable contributions to the patient's condition. DR. G. E. SOWTON (Institute of Cardiology, London) produced evidence that, in evaluating an anginal drug by exercise tolerance tests, the results had to be interpreted with caution. It could be shown that a patient was capable of more work in the second than in the first test, whether drug was given or not.

In testing drugs in malignant diseases, said DR. J. S. MALPAS (St. Bartholomew's Hospital, London), one difficulty was that there were relatively few patients—about 400 cases of acute leukaemia a year, for example. Co-operative trials were therefore necessary if results were to be achieved within a reasonable time. The criteria of trials were also a problem. Assessment of remissions or effect on survival could be made subjectively or objectively. Some drugs might not affect the length of survival but might affect its "quality." Ethical considerations intervened when vincristine plus prednisolone could achieve 80-90 per cent. of remissions in acute myeloblastic leukaemia in children. All that could be done in such cases was to add any new drug to the best therapy available. Each new drug must also be tried in a variety of conditions, as useful compounds had on occasion been overlooked because they had "failed" in one condition, but had later been "rediscovered" for another.

Psycho-pharmacology

In a session on psycho-pharmacological drugs the Association's president DR. G. R. DANIEL (E. R. Squibb & Sons, Ltd.), said that early studies would deal mainly with toxicity because on the normal subject there was little drug effect. First trials were better left uncontrolled, as dosage, etc., could be varied as appeared necessary. Patients with mental disorder could not be relied upon to take their drugs and checks were necessary. To define the criteria for a trial before it took place was absolutely essential with psycho-pharmacological drugs because all the drug effects were subjective.

In the final session, three workers from the London Hospital invited the audience to discuss and criticise the design of a trial recorded on documents that had been precirculated among those attending. One of the three, DR. D. W. VERE, suggested that the public needed educating about clinical trials. They, too, wanted drugs tested "but

not on me." They should be "monitored" before general release of new drugs, so that surveillance could continue for about five years. A new collaborative institute was required in

order to supervise drug testing.

In all, twenty-six speakers gave papers at the symposium and the organisers intend publishing the proceedings as a work of reference.

EXPORTS OF THE INDUSTRY

How a "cheap drugs" policy would endanger them

THE pharmaceutical industry's opportunities for increasing exports lay not in the standard and unbranded medicines of the 1940's, but in modern medicines protected by patents and sold under brand names. That was pointed out by Mr. J. A. Lumley (president of the Association of the British Pharmaceutical Industry and chairman and managing director, Riker Laboratories) at a recent luncheon of the pharmaceutical group, Royal Society of Health. Products in the branded and patented category were currently accounting for 93 per cent. of the sales of the medicines sold in the United Kingdom.

Contribution to Balance of Trade

Stressing the importance to Britain of balancing her external trade, Mr. Lumley said he wished to make it clear that the pharmaceutical industry was a positive and substantial contributor to the balance-of-trade figures. The 1965 figures showed a net favourable balance of £35 million, all of which was attributable to the U.K.-owned companies. "In other words, taking the foreign-owned companies operating in Britain as a group, the effect was a break-even in terms of balance of payments" though some of them, of course, operated at a substantial benefit to the balance of trade. On the face of it, failure by foreign-owned industry in Britain to generate a positive balance of payments was not a good position. Yet had the foreign industry not been located in, and been exporting from, the United Kingdom, then there would be a substantial negative balance because "this country cannot be deprived of therapeutic advances developed abroad and imports would be necessary, along with payment of royalties to overseas inventors." Moreover the foreign-owned activity located in Britain generated other benefits for the country—wealth by employment, tax revenue on profits and use of British services. Exports of pharmaceuticals from the U.K. had increased five-fold since 1948, said Mr. Lumley, compared with a three-fold rise for industry as a whole. Figures just available disclosed yet another all-time record (£100 million), including an estimate for dispatches by parcel post. That was an increase of 22 per cent. over 1967, against 17 per cent. for the whole of industry. Exports of pharmaceuticals to Europe, "a sophisticated market," had risen from £5.2 million in 1955 to £27.6 m in 1967. Britain had every reason to feel proud, though not complacent, about her place in the list of pharmaceutical exporting countries. In the lead was the U.S.A., in second place West Germany. The U.K. were "just about neck and neck with Switzerland in third place." Britain's ability to hold that prominent place in exports depended undoubtedly on

maintaining a favourable climate for innovation.

"Let nobody throw up his hands in horror on learning that the pharmaceutical industry spent about the same amount on marketing as on research." It was a total misconception to believe that medicines should sell themselves or that the necessary function of marketing could be served by means of some centralised, Government-directed information bureau. Control by the industry of its own sales promotion was essential. The promotion must naturally be of a kind appropriate to the nature of the goods and to the audience to which it was addressed. "This is necessary not merely because of abstract ethical considerations but because of business principles." Those who thought advertising intrinsically "bad"—and many misguided people did—were probably the same people who would think investment intrinsically "good." Manufacturing of pharmaceutical products was a growth industry and had also the special needs of an innovating industry in respect of investment. In order to attract investment capital at a satisfactory rate, and to sustain research endeavour during the lean years, when significant discoveries were not made, the industry needed to be allowed to earn high levels of profit.

Sometimes the shortsighted pressures for allegedly "cheap" medicines for the National Health Service appeared to grow so great one feared that a "Little England" policy would prevail. "But what a great disservice this would be to our successful and growing indigenous British pharmaceutical industry. An indiscriminate policy of cheap medicines at home cannot possibly give companies such as Beecham, Glaxo and Wellcome (I mention them in alphabetical order) an adequate framework for their successful competition abroad."

Mr. Teeling-Smith had pointed out recently in the Press that a policy of undermining patent protection to secure cheap medicines for local Health Service purposes was incompatible with a Government's wish to foster technology and innovation.

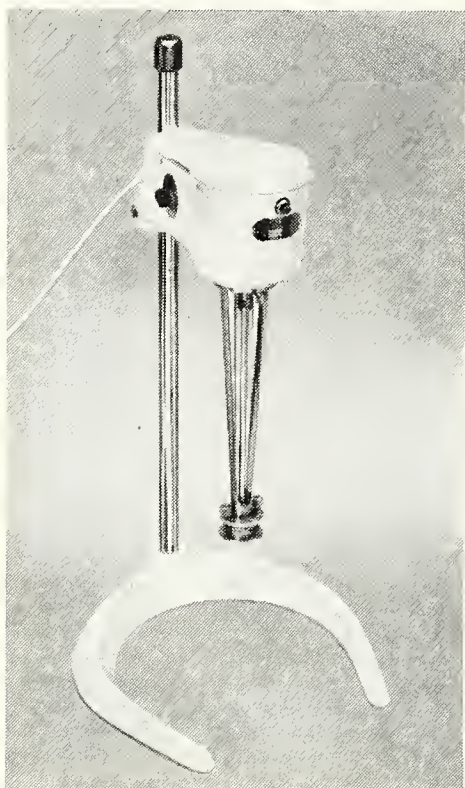
British Companies Overseas

The major British pharmaceutical companies did more business overseas than in Britain, which represented only 5 per cent. of the world-wide pharmaceutical market. Opportunities for expansion by British companies overseas were great, and full advantage was being taken of them. Overseas there were great local pressures to set up in manufacture rather than to rely on imports from Britain and there was bound to be more readiness to succumb to those pressures if Britain became excessively restricted by Government interference.

INSTRUMENTS AND APPARATUS

Multi-purpose Mixer and Emulsifier.

—A new laboratory high speed multi purpose mixer and emulsifier by Silver-son Machines, Ltd., 55 Tower Bridge Road, London, S.E.1, is fitted with a conical tubular-construction frame, longer than in the existing models. The special $\frac{3}{4}$ -in, 1-in and micro attachments for mixing in vials, universal bottles, etc., continue to be interchangeable with the frame. Motor and speed control are housed in a stream-



lined two-piece die-cast casing removal of the top section of which reveals all the electrical components for quicker and simpler maintenance. The die-cast parts are finished in white stove enamel and the motor housing has a neon indicator to indicate when the machine is live. Design of the knuckle (column clamp) on all models has been improved to provide almost effortless

positioning of the machine. Speed control is either by potentiometer or transistorised circuit (giving high power at low speeds) according to model. The machine is supplied complete with standard range of processing heads. Other specialised working heads are available. A heavy duty version is suitable for handling viscous materials.

Disposable Pipettes.—Sterile disposable serological glass pipettes (capacity 1 c.c. subdivided in 0.01 cm) are being marketed by H. J. Elliott, Ltd., Treforest, Glamorgan. Graduations and inscriptions are printed in black and each pipette is fitted with a cotton plug. The pipettes, autoclaved in packs of ten at 134°C for 30 minutes, are issued in paired boxes of 250 each. A colour-change panel on each pack of ten indicates and guarantees that the contents have been sterilised.

SHOPFITTING NOTES

Gas Heating for Pharmacies.—A comfortably warm shop makes customers spend more and come again; makes assistants work and sell better, says the Gas Council in offering a new publication, "Gas In Shops" obtainable by filling in a coupon provided on another page.

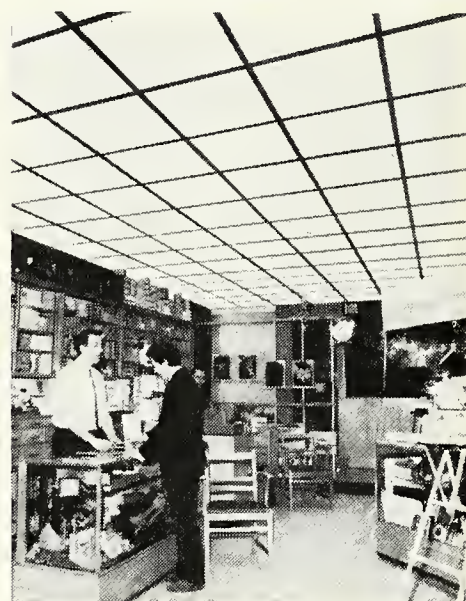
"Packaged" Air Conditioning.—Easy to install package units to cool the air, filter it, float away the moisture and make premises fresh and comfortable are described in a free booklet obtainable from Packaged Electric Air Conditioning, Department LM, Electricity Council, Marketing Department, Trafalgar Buildings, 1 Charing Cross, London, S.W.1.

Rented Display Units.—From a wide range of display units speedily erected by a chemist's own staff, or by the makers, W. M. Allan, Ltd., Montford Street, Salford, 5, Lancs, items may now be obtained on lease or bought on easy hire-purchase terms with a promise of immediate delivery. Details and advice are offered to those who write, telephone, or call.

"Planned Package" Fittings.—Partitioning, furniture, storage equipment are elements in an NSE "package" offered by Norwood Steel Equipment,

Ltd., Howard Hay, Harlow, Essex, who invite occupiers of business premises to send for comprehensive literature.

Illuminated Ceilings.—An illuminated ceiling designed to be fitted by do-it-yourself methods, is offered by Illuminated Ceilings, Ltd., Station Works, Datchet, Bucks. The ceiling provides a soft shadowless, "flattering" light, and considerably reduces heating costs by insulation and lighting costs by the use of fluorescent units, which



consume 70 per cent. less power than conventional bulbs. Effect of the new ceiling is to make rooms appear larger, cleaner and brighter. The plastic translucent panels effectively conceal all cracks, light fittings, plumbing, damaged plaster, and other defects on the original ceiling. The panels may be removed quickly and simply to facilitate replacement of light fittings and for occasional washing with warm water and detergent. The kit comprises extruded aluminium framing finished in anodised silver, gold, light blue or black finish, plus the requisite number of 24-in sq plastic infill panels. Framing parts may be cut with a hacksaw and panels trimmed with a knife. Only fixing involved is in securing L-section supports to the wall. Cost is 4s. per sq ft, inclusive of delivery by train.



A BIRMINGHAM PHARMACY IN MODERN STYLE: At left, island and wall fixtures in the fancy goods, cosmetics and drugs sections of the Walsall Road, Great Barr, pharmacy of R. Weston (Chemists), Ltd. At right, the pharmacy's photographic section. Counterpoint units (makers: Counterpoint Store Equipment, Ltd., Eldon Way, Hockley, Essex) were used throughout. The pharmacy has gold-anodised aluminium window sashes and framed double entrance doors. Main fascia has blue lettering on a white illuminated Perspex background with black surround. Sub-fascia (which also forms a transom over the entrance) reverses the colouring.

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It's the cure for both



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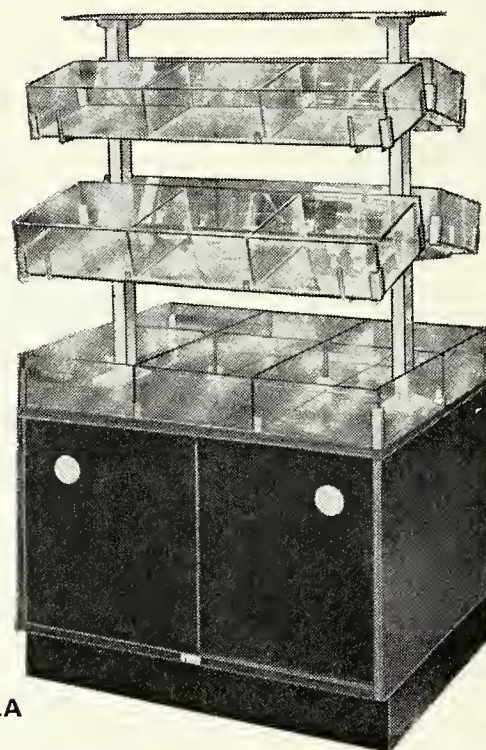
Bottle Neck Wool

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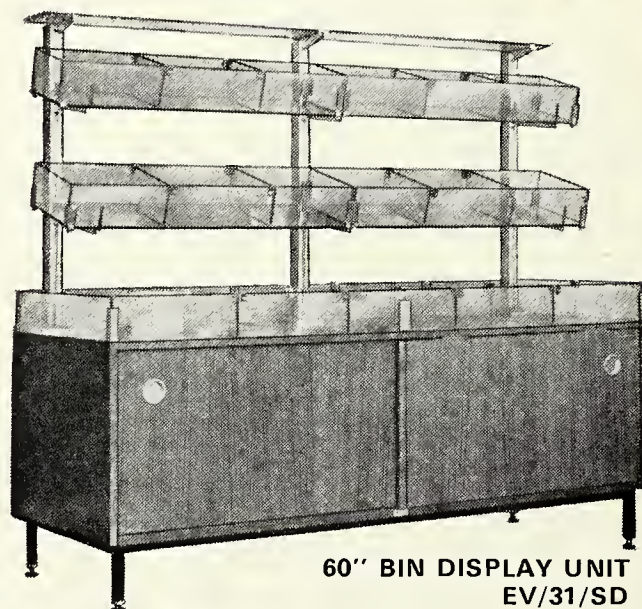
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TRADE REPORT

The prices given are those obtained by importers or manufacturers for bulk quantities or original packages. Various charges have to be added whereby values are augmented before wholesale dealers receive the goods into stock.

LONDON, MARCH 5: Renewed interest was shown in Costa Rican IPECACUANHAS during the week and, in the absence of firm offers from origin, spot holders pushed up the price by 2s. 6d. lb. All price changes in CRUDE DRUGS were also in an upward direction. Dearer per lb. were BUCHU (by sixpence); Mexican JALAP (threepence); Zanzibar CLOVES (one shilling); and per cwt., QUILLAIA (by 35s.); white SQUILL (5s.). GUM ACACIA (2s. 6d.) and Seychelles CINNAMON BARK (60s.). ALOES was dearer by 5s. cwt. in both positions for Cape and Curaçao alike, GINGERS were firm.

In ESSENTIAL OILS Madagascar CLOVE LEAF was increased by sixpence per lb. spot and forward whilst PETITGRAIN was sixpence dearer for shipment.

The only change to occur in PHARMACEUTICAL CHEMICALS was a substantial fall in RIBOFLAVINE. The schedules have been amended to link with the size of package bought; 1-kg tin now costs 161s. 6d. against 170s. previously.

Pharmaceutical Chemicals

ALON.—50-kg lots, 91s. 6d. kg.
BEMEGRIDE.—B.P.C. is 320s. per kg.
CRESOL.—B.P. quality, 7s. 9d. per gall. in 5-gall. lots.
KAOLIN.—Light, 500 kg, 1s. 3d. per kg and 1,000 kg, 1s. 2d.
METHYL SALICYLATE.—250-kg, 8s. 5½d. kg.
PHENOL.—Ice crystals in bulk, 1s. 9½d. per lb. LIQUID, 1s. 9d. per lb.
POTASH SULPHURATED.—B.P.C., 1959, 8s. 10s. per kg in 50-kg drums.
POTASSIUM ACETATE.—(Per lb.) 1 cwt., 10s. 3s.; 5-cwt., 2s. 8d.; 10 cwt., 2s. 6d.
POTASSIUM ACID TARTRATE.—B.P.C. (per 1,000 kg in bags), 50-kg, £315; 250-kg, £130; 1,000 kg, £310.
POTASSIUM BICARBONATE.—B.P. powder, 110s. per cwt. 1-4 cwt. lots and 105s. per cwt., for 5-cwt. and over.
POTASSIUM CARBONATE.—50-kg kegs 6s. 7d. per kg.
POTASSIUM CHLORIDE.—Pure, 50-kg sacks, 3s. 7½d. per kg.
POTASSIUM GLUCONATE.—B.P.C., 1-ton lots, 13s. 6d. lb.
POTASSIUM HYDROXIDE.—(Per kg), Pellets, B.P., 9s. 6d.; sticks, ½-kg in bottles, 30s. 10d.; technical flake, 4s. 5½d.
POTASSIUM PERMANGANATE.—B.P. in 1-cwt. lots, 2s. 0½d. per lb. Technical, 218s. 6d. per cwt.; 1-ton lots, quoted at 207s. per cwt.
POTASSIUM PHOSPHATE.—B.P.C. 1949, 50-kg kegs of powder, 9s. 3d. per kg, GRANULAR, 9s. 4d.
POTASSIUM SULPHATE.—B.P.C. '49, 1s. 2d. per lb.
POTASSIUM THIOCYANATE.—50-kg lots, 14s. 7d. per kg in kegs.
RIBOFLAVINE.—161s. 6d. kg; 5-kg tin, 157s. kg; 25-kg, 155s.
ZINC CARBONATE.—B.P.C. 25-kg sacks, 4s. 9½d. kg.
ZINC CHLORIDE.—B.P.C. 1959, sticks, 23s. per kg granular 96-98%, £120-£125 ton.
ZINC OXIDE.—B.P., 2-ton lots, £135 3s. 6d. ton.
ZINC PEROXIDE.—1-cwt. lots of B.P., 5s. 3d. per lb.
ZINC SULPHATE.—Commercial, £54 ton

Crude Drugs

ALOE.—(per cwt.). Cape primes, 330s. spot; 295s., c.i.f. Curacao, 545s. spot; 535s., c.i.f.
BUCHU.—LEAVES, spot, 21s. lb. nominal. 19s. 9d., c.i.f.
CHILLIES.—Zanzibar, 350s. cwt. spot; Mombasa, 290s.
CINNAMON.—Seychelles bark, 495s. cwt., c.i.f. Ceylon quills per lb., c.i.f., five 0's, 10s.; four 0's, 8s. 6d.; two 0's, 8s.; quillings, 5s.
CLOVES.—Zanzibar, 17s. lb. spot; 15s. 6d., c.i.f., net shipping weights.
CUBEBS.—Spot quoted at 285s. cwt.
GINGER.—(Per cwt.)—Nigerian split, new crop, 190s., spot; peeled, 195s.; Jamaican No. 3, 500s., spot.
GUM ACACIA.—Kordofan cleaned sorts, 252s. 6d. cwt., spot; 250s., c.i.f.
IPECACUANHA.—(Per lb.). Matto Grosso, 51s. 6d., spot; 50s. 6d., c.i.f.; Costa Rican, 62s. 6d., spot; 57s. 6d., c.i.f., nominal; Colombian, 52s. 6d., spot, nominal.
JALAP.—Mexican, 6s. 3d. lb. spot; shipment nominal. Brazilian, 2s. 2d. spot; 2s., c.i.f.
NUTMEGS.—(Per lb., c.i.f.) West Indian, 80's, unquoted; sound assorted, 5s., defectives, 3s. 9d. East Indian, 80's, 5s. 9d.; 110's, 4s. 10½d., b.w.p., 3s. 5d.
PEPPER.—(Per lb.) Sarawak white, 2s. 8½d. on spot; 2s. 8d., c.i.f.; black, 2s. 5½d., spot; 2s. 3d., c.i.f. Brazilian, 2s. 6d., spot.
QUILLAIA.—350s. cwt., spot; no shipment offers.
SEEDS.—(Per cwt.)—ANISE.—China star, unselected, 247s. 6d.; Spanish green, 260s., both duty paid. CARAWAY.—Dutch, 180s., spot. CELERY.—No spot offers of Indian, current crop 465s., c.i.f.; new crop (June-July) 310s., c.i.f. CORIANDER.—Moroccan, 72s. 6d., spot; 67s. 6d., c.i.f., Rumanian split, 67s. 6d., duty paid. CUMIN.—Iranian, 155s., duty paid; 140s., c.i.f. DILL.—Indian, 155s., spot; 120s., c.i.f. FENNEL.—Chinese, 115s., duty paid; 92s. 6d., c.i.f., Indian, 185s., spot. FENUGREEK.—Moroccan, 70s. duty paid; 60s., c.i.f. MUSTARD.—English, 60s. to 95s. as to quality.
SQUILL.—WHITE, 200s., cwt. spot.
TURMERIC.—Madras finger, spot, 265s. cwt.; new crop (March-April), 210s.
WAXES.—(Per cwt.) Bees', Dar-es-Salaam, 810s., Australian, 800s., both c.i.f. CANDELILLA, 550s., spot; CARNAUBA, fatty grey, 330s.; 305s., c.i.f.; prime yellow, 450s., spot; 415s., c.i.f.

Essential and Expressed Oils

ALMOND.—Imported, 5s. lb. spot.
AMBER.—Rectified, spot, 1s. 6d. per lb.
ANISE.—Chinese, 15s. 6d. lb.; 15s., c.i.f.
BAY.—45s. lb., spot; 41s., c.i.f.
BERGAMOT.—Spot, from 68s. to 78s. lb.
BIRCH TAR.—Rectified, 15s. lb. on the spot.
BOIS DE ROSE.—Brazilian, 19s. 9d. lb. spot and 19s., c.i.f.
BUCHU.—English distilled, 1,100s. lb.
CADE.—Spanish, 2s. 3d. lb., drum lots.
CAJUPUT.—Spot from 10s. to 12s. lb.
CAMPHOR, WHITE.—Spot, 8s. kg, duty paid; 7s., c.i.f.
CANANGA.—Java, 24s. per lb.
CARAWAY.—Spot, 55s. lb.; English, 75s.
CARDAMOM.—Indian, 500s. per lb., English distilled, 750s.
CASCARILLA.—English distilled, 38s. oz.
CASSIA.—Spot from 25s. per lb. for 80-85 per cent., 19s., c.i.f.
CASTOR.—B.P., £200 ton, naked, ex mill.

CEDAR.—LEAF, 60s. lb.; WOOD, African, 7s. 6d.; American, 13s. 6d.

CELERY.—Indian, 135s. per lb.; English, 235s.

CINNAMON.—English-distilled, 52s. per oz.; other B.P. oils from 22s. to 130s. per lb. Ceylon leaf, 16s.; Seychelles leaf rectified, 22s. 6d.

CITRONELLA.—Ceylon, 7s. 3d. per lb. spot, 7s. 2d., c.i.f.; Formosan, 6s., in bond; 6s. 6d., c.i.f.; Chinese, 5s. 1d., in bond; 5s. 1½d., c.i.f.

CLOVE.—(lb.) Madagascar leaf, shipment; 14s., c.i.f.; spot, 13s. 9d., in bond, English-distilled bud, 66s. (1-cwt. lots).

COD-LIVER.—B.P. in 45-gall. drums at 12s. per gall., plus 30s. deposit on drums. Veterinary is from 9s. 10d. per gall. 25-ton lots. Delivered terms.

CORIANDER.—From 41s. per lb. spot.

CUBEBS.—English distilled, 100s. per lb.

CUMIN.—English distilled oil from 120s. per lb. Imported from 100s.

DILL.—Dutch, 60s. lb. spot.

EUCALYPTUS.—Chinese, 80-85 per cent., spot nominal; 10s. 6d. kg, c.i.f.

FENNEL.—Spanish sweet, 16s. lb.

GERANIUM.—Bourbon, 97s.-100s. lb.

GINGER.—Imported (per lb.); Indian, 165s. Chinese, 80s., Jamaican, 175s.

GRAPEFRUIT.—Florida, 25s. lb., spot.

JUNIPER BERRY.—English distilled, 270s. lb.; imported, 65s.

LAVANDIN.—French, 30-32%, 27s. lb.

LAVENDER.—French, 40-42%, 55s. lb.

LAVENDER SPIKE.—Spanish, 25s. 6d. lb.

LEMON.—Sicilian, 35s. to 45s. lb. spot.

LEMONGRASS.—Spot, nominal; 72s. 6d. kg, c.i.f.

LIME.—West Indian distilled, from 70s. per lb.

NUTMEG.—East Indian, 48s. to 50s. lb.; West Indian, 80s.; English distilled, 100s.

OLIVE.—Spot, £348-£355 per ton ex wharf. Shipment: Spanish, £280-£285 metric ton f.o.b.; Tunisian, £280-£290 c. and f., London.

ORANGE.—Florida sweet, 4s. 6d. per lb.

PALMAROSA.—190s. kg; 185s., c.i.f.

PATCHOULI.—Spot, 26s. to 28s. per lb. duty paid; shipment, 21s. to 24s. 6d., c.i.f.

PENNYROYAL.—24s. lb., duty paid.

PEPPERMINT.—(Per lb.) *Arvensis*: Chinese, 9s. 9d., spot, 9s. 3d., c.i.f. Brazilian, 9s. 7½d., spot; 9s., c.i.f. (April), American *Piperita*, 40s. to 60s.; Italian, 95s.

PETITGRAIN.—Paraguay for shipment, 17s. 6d. lb., c.i.f.; spot, 18s.

PIMENTO.—BERRY, imported, 95s.; English distilled, 390s.; LEAF, 24s. per lb., c.i.f.

PINE.—*Pumilionis*, 14s. 6d. to 17s. 6d. per lb.; *sylvestris*, 11s.; *abietis*, 20s. to 23s.

ROSEMARY.—Spanish, 12s. 6d. lb. spot.

SAGE.—Spanish, 19s. per lb.

SANDALWOOD.—Mysore spot, 300s. kg, East Indian, no offers.

SPEARMINT.—American, 52s. lb. Chinese spot, 65s. per kg; shipment, 60s., c.i.f.

VETIVERT.—Bourbon, spot, 100s. per lb.

UNITED STATES REPORT

NEW YORK, March 4: Easiness remained with the market for Spanish SAFFRON flowers, the value of the crude drug was shaved \$5 at a spread of \$90-100 per lb. Dealers said prices for Sumatra BENZOIN held stable this past week at 32-35 cents per lb.

TRADE MARKS

APPLICATIONS ADVERTISED
BEFORE REGISTRATION

"Trade Marks Journal", February 26, No. 4722

LUSTEROL, 924,025, by Chesebrough-Pond's, Ltd., London, N.W.10. For chemical preparations for use in the manufacture of or as ingredients in non-medicated toilet and cosmetic preparations (1)

Device, 929,780, by Lautier Fils, Ltd., London, W.4. For chemical aromatic compounds for use in manufacture, and fixative products for use in the manufacture of perfumery and of perfumed articles (1)

BUTOTAC, 931,201, FERNOTAC, 931,209, AGROTAC, 931,211, by Plant Protection, Ltd., London, S.W.1, and Yalding, Kent. For chemical products for use in agriculture, horticulture, silviculture and arboriculture; etc. (1)

RACASAN, 931,288, by Racasan, Ltd., Ellesmere Port, Ches. For chemical products for use in industry, science and photography; chemical products for use in agriculture, horticulture and forestry and for the purification of water; etc. (1)

L'AGLON, 904,724, by Barbara Gould, Ltd., Croydon, Surrey. For perfumed soap, perfumes, cosmetics, non-medicated toilet preparations, hair lotions, essential oils and dentifrices (3)

SEBALD, B912,212, by Johann André-Sebald, G.m.b.H., Hildesheim, 1, Germany. For non-medicated toilet preparations, cosmetic preparations and preparations for hair (3)

MINI-DOP, 915,675, by L'Oreal, Paris, France. For preparations for the hair (3)

GET SET, B916,652, by Alberto-Culver Co., Melrose Park, Illinois, U.S.A. For preparations in spray form for the hair; shampoos; and hair dressings (3)

PINKIES, B922,189, by Cooper, McDougall & Robertson, Ltd., Berkhamsted, Herts. For non-medicated toilet preparations in the form of liquids, semi-liquids, granules, crystals or powder (3)

OREANE, 922,264, by L'Oreal, Paris, France. For preparations for the hair, and soaps (3)

MINERS QUICK CLEAN, 924,893, by Miners Make Up, Ltd., Surbiton, Surrey. For cosmetic preparations, non-medicated toilet preparations, preparations for the hair and toilet articles, all for cleansing purposes; soap, perfumes and dentifrices (3)

CONSUL, 928,872, by Grosvenor Perfumery Co., Ltd., Croydon, Surrey. For non-medicated toilet preparations for men (3)

HUMULEX, 930,928, by Pfizer, Ltd., Sandwich, Kent. For essential oils (3)

CYANAMID (device), 858,785, by American Cyanamid Co., Wayne, New Jersey, U.S.A. For pharmaceutical and veterinary preparations; ligatures; and preparations for use as supplements in foodstuffs for animals (5)

RINSAN ONE SHOT, 882,909, by Hadleigh-Crowther, Ltd., Reading, Berks. For preparations for sterilising dairy equipment (5)

VICK VAPOSTEAM, 913,493, by Richardson-Merrell, Inc., New York, U.S.A. For inhalants being pharmaceutical preparations for the treatment of colds and respiratory ailments (5)

BIDISIN, 915,807, by Farbenfabriken Bayer, A.G., Leverkusen, Germany. For preparations for killing weeds and destroying vermin, insecticides, pesticides, rodenticides, herbicides and fungicides (5)

W.H.S.L. WICKER, B917,249, by Wicker Herbal Stores, Ltd., Sheffield, 3. For pharmaceutical preparations and substances; herbal preparations for medicinal purposes; dietetic foods; medicated preparations for the scalp and the skin; and deodorants (5)

SNIFE, 918,618, by J. R. Geigy, A.G., Basle, Switzerland. For preparations for killing weeds; insecticides, vermicides, larvicides, fungicides and pesticides; and preparations for repelling insects, vermin and pests (5)

ZEPANIN, 919,117, by J. R. Geigy, A.G., Basle, Switzerland. For pharmaceutical, veterinary and sanitary preparations and substances; medical and surgical plasters; material prepared for bandaging; disinfectants and antiseptics (5)

PATENTS

COMPLETE SPECIFICATIONS ACCEPTED
From the "Official Journal (Patents),"

February 19, 1969

Halo-cyano-imidazole and its use as a herbicide. Shell Internationale Research Maatschappij, N.V. 1,147,555.

Compositions for the treatment of peptic ulcers. Takeda Chemical Industries, Ltd. 1,147,612.

British patent specifications relating to the above will be obtainable (price 4s. 6d. each) from the Patents Office, 25 Southampton Buildings, Chancery Lane, London, W.C.2, from April 9, 1969.

From the "Official Journal (Patents),"
February 26, 1969

Aromatic derivatives and preparation thereof. Sterling Drug, Inc. 1,147,759.

Heterocyclic nitrogen compounds. Sterling Drug, Inc. 1,147,760.

Steroid 3-thioketals. H. Smith. 1,147,798.

Steroids and the manufacture thereof. Upjohn Co. 1,147,801-03.

Indole derivatives and a method for the production thereof. Yoshitomi Pharmaceutical Industries, Ltd. 1,147,887.

Insecticides. Badische Anilin- & Soda-Fabrik, A.G. 1,147,936.

Chromone derivatives. Fisons Pharmaceuticals, Ltd. 1,147,976.

1,2,4-Triazolone-(5) derivative. Boehringer Ingelheim, G.m.b.H. 1,147,979.

Hairsprays. Colgate-Palmolive Co. 1,147,994.

Imidazole derivatives and insecticides containing them. Badische Anilin- & Soda-Fabrik, A.G. 1,148,103.

Agents for the control of phytopathogenic fungi. Farbenfabriken Bayer, A.G. 1,148,140.

Heterocyclic guanidine derivatives. Ward Blenkinsop & Co., Ltd. 1,148,214.

Disposable pipette tips for attachment to pipettes. Becton, Dickinson & Co. 1,148,242.

British patent specifications relating to the above will be obtainable (price 4s. 6d. each) from the Patents Office, 25 Southampton Buildings, Chancery Lane, London, W.C.2, from April 10, 1969.

CONTEMPORARY
THEMES

Subjects of contributions in current medical and technical publications

MORPHINE AND PENTAZOCINE. Cardiovascular and respiratory effects of, in patients with myocardial infarction. *Lancet*, February 22, p. 379.

¹³¹I-DIATRIZOATE. Measurement of glomerular filtration-rate using. *Lancet*, February 22, p. 397.

COUMARIN THERAPY and platelet aggregation. *Brit. med. J.*, February 22, p. 474.

IMMUNOLOGICAL TESTS FOR PREGNANCY. An evaluation of. *Practitioner*, March, p. 388.

CARBENOXOLONE in the long-term management of gastric ulcer. *Practitioner*, March, p. 398.

HYDROXYQUINOLINE, with and without hydrocortisone, in dermatology. *Practitioner*, March, p. 405.

NICOTINIC ACID. Detection of drugs with peripheral vascular effects similar to those of. *J. Pharm. Pharmacol.*, March, p. 192-193.

IUD OR PILL?—a comparative assessment. *Medical Digest*, February, p. 101.

AMETHOCAINE HYDROCHLORIDE. Stability of. *J. hosp. Pharm.*, February, p. 44.

ADVERSE REACTIONS TO DRUGS [three papers]. *Brit. med. J.*, March 1, p. 531-539.

TRIMETHOPRIM-SULPHAMETHOXAZOLE: Comparative study in urinary infection in hospital. *Brit. med. J.*, March 1, p. 541.

TRIMETHOPRIM in the treatment of urinary infections in hospital. *Brit. med. J.*, March 1, p. 545.

DISODIUM CROMOGLYCAT. Trial of, in bronchial asthma. *Brit. med. J.*, March 1, p. 552.

PROGESTERONE ORAL CONTRACEPTION and blood coagulation. *Brit. med. J.*, March 1, p. 554.

BENZIMIDAZOLE DERIVATIVES. Protective action of, against virus infections in tissue culture and in vivo. *Lancet*, March 1, p. 446.

DO PREGNANT WOMEN TAKE THEIR IRON? *Lancet*, March 1, p. 457.

NOTES ON NEW
MEDICAMENTS

VENTOLIN. — *Chemistry*: 2-*t*-butylamino-1-(4-hydroxy-3-hydroxymethyl) phenylethanol. The discovery of this compound, approved name salbutamol, is an extension of the basic investigations carried out many years ago on the properties of the sympathomimetic amines, represented by the natural compound adrenaline. That hormone has both vasoconstrictor, cardiac stimulant and bronchodilator properties, and the latter are useful in the treatment of asthma and other conditions associated with bronchospasm. But in such conditions the cardiac effects are undesirable, and attempts to separate the bronchodilator action from other effects resulted in the discovery of isoprenaline and some related substances. Those compounds have the bronchodilator effects largely, but not completely, separated from the other properties, and they won and have largely retained an established place in therapeutics. But in full doses, and in susceptible patients, the subsidiary cardiac effects may be troublesome and isoprenaline, like adrenaline, is largely metabolised by the enzyme catechol-*O*-methyltransferase, so the bronchodilator effect is relatively brief. In an attempt to evade the enzymatic breakdown, and yet retain and possibly extend the bronchodilator properties, new derivatives were examined, and by substitution of the 3-OH group of isoprenaline with the primary alcohol group—CH₂OH, a compound with many of the desirable qualities was found. This new compound, now referred to as salbutamol, has a highly selective action on bronchial muscle, is resistant to enzymatic breakdown, and so has an unusually prolonged action, and by its change in chemical structure, has very little effect on the cardiovascular system. When administered by aerosol inhalation, it has a rapid and prolonged bronchodilator action of considerably therapeutic value.

NEW COMPANIES

P.C.=Private Company. R.O.=Registered Office.

A Y R S H I R E PHARMACEUTICALS (HOLDINGS), LTD. (P.C.).—Capital £5,000. Directors: J. Maclean, M.P.S., W. S. McConnell, M.P.S., S. M. Woods, M.P.S., G. D. Rillie, M.P.S., J. Pringle, M.P.S. and J. K. Cockburn, M.P.S. R.O.: 29 Portland Place, Kilmarnock.

CREATION OF LOVELINESS, LTD., (P.C.).—Capital £100. To carry on the business of manufacturers of and dealers in cosmetics, perfumes, etc. Subscribers: Muriel Goldstein and Brian Goldstein, 70 Finsbury Pavement, London, E.C.2.

COMAC PROMOTIONS, LTD. (P.C.).—Capital £5,000. To carry on the business of manufacturers of and dealers in cosmetic and toilet and beauty preparations, etc. The directors are: Howard J. Cohen, 43 Mowbray Road, Edgware, Trevor S. McCormick, 29 Brookmews, W.2. Secretary: Trevor S. McCormick. R.O.: 40 Oxford Street, London, W.1.

J. M. STEEL & CO., LTD. (P.C.).—Capital £100. To carry on the business of chemical merchants and manufacturers, etc. Subscribers: Victor F. W. C. Bentinck, 21 Carlyle Square, London, S.W.3 and John V. Webb.

MAGNACHEM (U.K.), LTD. (P.C.).—Capital £10,000. To carry on the business of manufacturers of and dealers in drugs, chemicals, etc. Solicitors: Simmons & Simmons, 14 Dominion Street, London, E.C.2.

MICROPURE, LTD. (P.C.).—Objects: To carry on the business of manufacture, formulate, compound and fabricate chemicals, etc. R.O.: 11 South Square, London, W.C.1.

BOOKS RECEIVED

Mention here does not preclude a later review.

Calendar of the Pharmaceutical Society of Great Britain 1969. *Pharmaceutical Press*, 17 Bloomsbury Square, London, W.C.1. 8½ x 5½ in. Pp. 157. 15s.

COMING EVENTS

Items for inclusion under this heading should be sent in time to reach the Editor not later than first post on Wednesday of the week of insertion.

Monday, March 10

FINCHLEY BRANCH, PHARMACEUTICAL SOCIETY, Arnos Arms hotel, Arnos Grove, London, N.11, at 8 p.m. Mr. W. J. Harris on "Search for Oil and Gas Under the North Sea."

MEDICAL ENGINEERING AND AUTOMATION EXHIBITION, Earls Court, London, S.W.5. Until March 14.

NORTHAMPTON BRANCH, PHARMACEUTICAL SOCIETY, Plough hotel, Bridge Street, Northampton, at 8 p.m. Dr. J. H. Richards on "Biopharmaceutics" (lecture course).

NORTH METROPOLITAN BRANCH, PHARMACEUTICAL SOCIETY, 17 Bloomsbury Square, London, W.C.1, at 7.30 p.m. Meeting with University of London pharmacy students and panel discussion. Panel—Dr. F. Hartley (School of Pharmacy), Dr. W. R. L. Brown (St. Bartholomew's Hospital), Dr. B. A. Wills (control division, Allen & Hanburys, Ltd.), Mr. F. Walton (marketing division, Ward, Blenkinsop, Ltd.), Mr. R. Dickinson (an assistant secretary, Pharmaceutical Society) and Mr. J. G. Iles (Branch Secretary).

NORTH STAFFORDSHIRE BRANCH, PHARMACEUTICAL SOCIETY, North Staffs medical institute, Hartshill, Stoke-on-Trent, at 7.45 p.m. Mr. E. J. Downing (an assistant secretary, National Pharmaceutical Union) on "Financial Management: Profit and Loss Account" (postgraduate business lecture. Tickets 15s each).

PHYSICS EXHIBITION, Alexandra Palace, London, N.22. Until March 13. (Admission 2s. 6d.).

PLYMOUTH BRANCH, PHARMACEUTICAL SOCIETY, Lecture room, Freedom Fields Hospital, Plymouth, at 7.30 p.m. Professor G. E. Trease on "Pharmacy History of the South West."

RETAIL ALLIANCE, Grand Central hotel, Royal Avenue, Belfast, at 7.30 p.m. Decimalisation meeting.

SOUTHAMPTON BRANCH, PHARMACEUTICAL SOCIETY, Postgraduate medical centre, Southampton General Hospital, Tremona Road, Southampton, at 7.30 p.m. Mr. H. J. Turner (National Cash Register Co., Ltd.) on "Decimalisation in Detail."

SOUTH SHIELDS PHARMACISTS' ASSOCIATION, Ocean Grill, South Shields, at 8 p.m. Meal. Address by Mr. J. Thomson.

Tuesday, March 11

COVENTRY AND WARWICKSHIRE BRANCH, PHARMACEUTICAL SOCIETY, Tudor House hotel, Spon Street, Coventry, at 8 p.m. Films.

DONCASTER BRANCH, PHARMACEUTICAL SOCIETY, Seminar room, Postgraduate teaching centre, Doncaster Royal Infirmary, at 8.30 p.m. Professor A. H. Beckett on "Problem of 'Dope' in Society and Sport and Some Methods of its Control."

EXETER BRANCH, PHARMACEUTICAL SOCIETY, Rougemont hotel, Exeter, at 7.30 p.m. Mr. J. E. Balmford (a member of Council) on "Medicines Bill."

GLASGOW AND WEST OF SCOTLAND BRANCH, PHARMACEUTICAL SOCIETY, Macdonald hotel, Eastwood Toll, Glasgow, at 7 p.m. Dinner and dance.

HULL CHEMISTS' ASSOCIATION, Postgraduate centre, Hull Royal Infirmary, at 8 p.m. Film evening.

IMPO 69 (Photographic Importers' Association exhibition), Hotel Majestic, Ripon Road, Harrogate, Yorks, 2 p.m. to 9 p.m.. Also on March 12, 11 a.m. to 6 p.m.

NOTTINGHAM BRANCH, PHARMACEUTICAL SOCIETY, Robin Hood hotel, Newark, at 8 p.m. Mr. H. H. Renyard, on "Lead Poisoning."

RETAIL ALLIANCE, City hotel, Foyle Street, Londonderry, Northern Ireland, at 7.30 p.m. Decimalisation meeting.

ROYAL INSTITUTE OF CHEMISTRY, College of Technology, Grimsby, at 7.30 p.m. Mr. R. A. Jeffreys (Kodak, Ltd.) on "Chemistry of Colour Photography."

SOUTH-EAST METROPOLITAN BRANCH, PHARMACEUTICAL SOCIETY, Forest Hill Sports and Dining Club, 68 Perry Rise, London, S.E.23,

at 8 p.m. Demonstration arranged by Yardley of London, Ltd.

WIGAN AND ST. HELENS BRANCH, PHARMACEUTICAL SOCIETY, Abbey Lakes hotel, Orrell, Wigan, at 8 p.m. Annual meeting followed by hot-pot supper.

WOKING BRANCH, PHARMACEUTICAL SOCIETY, Medical centre, St. Peter's Hospital, Chertsey, at 8 p.m. Mr. J. P. Kerr (a member of Council and chairman Practice Committee) on "Pharmacist and the Health Centre."

Wednesday, March 12

BIRMINGHAM PHARMACEUTICAL ASSOCIATION, Botanical Gardens, Edgbaston, at 6.30 p.m. Banquet and ball.

BOURNEMOUTH BRANCH, PHARMACEUTICAL SOCIETY, Medical centre, Boscombe, at 1.15 p.m. Dr. W. L. Hooper on "Some Bacteriological Aspects of Urinary Tract Infections."

COLCHESTER BRANCH, PHARMACEUTICAL SOCIETY, Red Lion hotel, Colchester, at 7.30 p.m. Annual dinner and dance.

Daily Mail IDEAL HOME EXHIBITION, Olympia, London, W.14. Until March 29.

FOOD GROUP, SOCIETY OF CHEMICAL INDUSTRY, 14 Belgrave Square, London, S.W.1, at 5.45 p.m. Miss D. F. Hollingsworth on "New Recommended Intakes of Nutrients."

ISLE OF WIGHT BRANCH, PHARMACEUTICAL SOCIETY, Postgraduate centre, St. Mary's Hospital, Newport, at 8 p.m. Mr. Scoltock (John Harveys & Sons, Ltd.) on "Wines of France."

LEEDS BRANCH, PHARMACEUTICAL SOCIETY, Parkway hotel, Otley Road, Leeds 16, at 7.30 p.m. Annual dinner.

PRESTON PHARMACISTS' ASSOCIATION, Royal Air Force Association club, Preston, at 7.45 p.m. Mr. A. Aldington (a member of Council) on "Current Affairs."

SCOTTISH DEPARTMENT, PHARMACEUTICAL SOCIETY, 36 York Place, Edinburgh, at 7.45 p.m. Dr. D. J. Manners (professor of brewing and biochemistry, Heriot-Watt University) on "Glycogen Storage Diseases."

SHEFFIELD BRANCH, PHARMACEUTICAL SOCIETY, Royal Victoria hotel, Sheffield, at 8 p.m. Ladies' night. Demonstration of hair colouring by Clairol, Ltd.

SOMERSET BRANCHES, PHARMACEUTICAL SOCIETY AND NATIONAL PHARMACEUTICAL UNION, Star hotel, Wells, at 8 p.m. Mr. W. R. Littlejohn (Editor, *Perfumery and Essential Oil Record*) on "Perfumery."

SWANSEA AND WEST GLAMORGAN BRANCH, PHARMACEUTICAL SOCIETY, Top Rank Suite, Swansea, at 8 p.m. Buffet dance.

WESTERN PHARMACISTS' ASSOCIATION, Great Western hotel, Paddington Station, London, W.2, at 7.30 p.m. Dr. M. K. Thompson on "Hypnosis."

Thursday, March 13

CHELTHAM BRANCH, PHARMACEUTICAL SOCIETY, United Chemists' Association, Ltd., Cheltenham, at 7.45 p.m. Mr. C. C. Stevens (a member of Council) on "Medicines Bill."

DURHAM COUNTY BRANCH, PHARMACEUTICAL SOCIETY, Three Tuns hotel, Durham, at 8 p.m. Speaker: Mr. S. Blum (a member of Council).

GLASGOW AND WEST OF SCOTLAND BRANCH, PHARMACEUTICAL SOCIETY, Room 306, University of Strathclyde, Glasgow, at 7.45 p.m. Mr. N. J. Van Abbe on "Experiences in Basic Research on Cosmetics and Toiletries."

NORTHUMBRIAN BRANCH, PHARMACEUTICAL SOCIETY, Postgraduate medical centre Newcastle General Hospital, Westgate Road, Newcastle upon Tyne, at 7.45 p.m. Mr. A. D. Thornton-Jones on "B.N.F., 1968."

NORWICH BRANCH, PHARMACEUTICAL SOCIETY, Assembly House, Theatre Street, Norwich, at 7.30 p.m. Annual dinner and dance.

RHYL BRANCH, PHARMACEUTICAL SOCIETY, Nant Hall hotel, Prestatyn, at 7.30 p.m. Annual dinner.

SUNDERLAND BRANCH, PHARMACEUTICAL SOCIETY, Roker hotel, Sunderland, at 8 p.m. Social evening.

SWINDON BRANCH, PHARMACEUTICAL SOCIETY, Great Western hotel, Swindon, at 8 p.m. Annual meeting.

Friday, March 14

BLACKPOOL BRANCHES, PHARMACEUTICAL SOCIETY AND NATIONAL PHARMACEUTICAL UNION, Imperial hotel, Blackpool, at 7.45 p.m. Mr. J. Wright (secretary, N.P.U.) on "Current Affairs."

BOURNEMOUTH BRANCH, PHARMACEUTICAL SOCIETY, Medical centre, Boscombe, at 8 p.m. Bishop of Salisbury on "The Sickness of Man—and its Cure." (Ticket only. Apply Mrs. Meaney at the centre).

CHELTHAM BRANCH, PHARMACEUTICAL SOCIETY, Plough hotel, Cheltenham, at 7.30 p.m. Annual dinner.

DERBY BRANCH, PHARMACEUTICAL SOCIETY, York hotel, Derby, at 7.45 p.m. Annual meeting.

FEDERATION OF SOUTH-EASTERN PHARMACISTS, Brewers Arms hotel, High Street, Lewes, at 8.15 p.m. Mr. E. J. Downing (an assistant secretary, National Pharmaceutical Union) on "Decimalisation" and "Industrial Training Act."

MID-GLAMORGAN BRANCH, PHARMACEUTICAL SOCIETY, Sea Bank hotel, Porthcawl, at 7.45 p.m. Annual dinner and dance.

ROYAL INSTITUTE OF CHEMISTRY, Windscale club, Seascale, Cumberland, at 8 p.m. Dr. R. J. Martin (Imperial Chemical Industries, Ltd.) on "Recent Advances in Pesticide Research."

Saturday, March 15

NORTH STAFFORDSHIRE BRANCH, PHARMACEUTICAL SOCIETY, Grand hotel, Hanley, at 8 p.m. Complimentary dinner to Mr. W. E. Walker (clerk to Stoke-on-Trent Executive Council).

Advance Information

RETAIL ALLIANCE. Meetings on decimalisation for retailers are being held at the College of Technology, Headington, Oxford, at 7.45 p.m. and the Chamber of Commerce, Commercial Road, Southsea, Portsmouth, Hants, at 7 p.m. on March 17; at the Stoke hotel, Stoke Road, Guildford, Surrey, at 7.30 p.m. on March 18; at the Mayfair suite, New Bristol Centre, Bristol, at 7 p.m.; and at the Saracens Head hotel, High Street, Chelmsford, Essex, at 7 p.m. and at the Park hotel, Cardiff, at 7.15 p.m. on March 20.

Courses and Conferences

AMERICAN PHARMACEUTICAL ASSOCIATION, Montreal, Canada, May 17-23. Annual meeting. BRITISH SOCIETY FOR THE HISTORY OF PHARMACY, Sherwood hall of residence, University of Nottingham, April 18-20. Conference on "Medicine, Drugs and Population in 18th century Britain." Fee £8 8s. plus £1 for non-residents. Details from Miss J. L. Millward, Pharmaceutical Society of Great Britain, 17 Bloomsbury Square, London, W.C.1.

L.R.S. PUBLISHERS, Kensington Close hotel, Wrights Lane, London, W.8, March 26. Conference on "The Impact of the Trade Descriptions Act in its First Four Months." Fee £18. Details from L.R.S. Publishers, 48 Notting Hill Gate, London, W.14.

ROYAL SOCIETY OF HEALTH, Eastbourne, Sussex, April 28 to May 2. Congress and exhibition. The pharmaceutical session, which takes place at 2.30 p.m. on April 29, is on the theme "The Pattern of Self-Medication."

INSTITUTION OF CHEMICAL ENGINEERS, Royal Society, 6 Carlton House Terrace, London, S.W.1, April 15-16. Symposium on industrial crystallisation. Details from The Institution of Chemical Engineers, 16 Belgrave Square, London, S.W.1.

INSTITUTE OF PACKAGING, Pavilion, Hemel Hempstead, Herts, April 10. Seminar on "Specifying the Right Package." Fee: members £8 8s., non-members £9 9s. Details from the Education Officer, Institute of Packaging, Malcolm House, Empire Way, Wembley, Middlesex.

Prescribers Press

What doctors are reading about developments in drugs and treatments

THE suggestion that thrombogenic constituents in conventional oral contraception may have been eliminated by the use of progesterone alone is made in a preliminary report from Withington Hospital, Manchester. The authors studied the effects on blood coagulation of oral contraception by chlormadinone acetate given in continuous low-dose regimen (0.5 mg daily) both in women who had previously taken no oral contraceptives and in women who had been on combined or sequential types. Where no oral contraceptive had previously been taken, the women showed no evidence, in the first three months, of increased blood coagulation, or of increased platelet aggregation, though fibrinolytic activity might have been raised (if confirmed, it would suggest a protective influence against thrombosis). By contrast, women who had been taking oestrogen-progestogen preparations showed significantly raised levels of clotting factors VIII and X at the start of the trial, though both levels fell during the three months on chlormadinone. Factor VIII fell to normal levels, though factor X was still above normal at the end of three months. Absence of changes in platelet aggregation is regarded by the authors as a reassuring feature, as they had previously shown that a significant effect is produced by both high- and low-dose combined preparations. They emphasise, however, that, "though extremely encouraging," the results reflect only the first three cycles of administration (*B.M.J.*, March 1, p. 554). [Chlormadinone acetate is a discovery of the Syntex Research Centre. Syntex Pharmaceuticals plan to market the product later in the year (as soon as other research, said to be "equally encouraging," has been completed)—EDITOR.]

ADVERSE reactions to drugs among patients admitted to two Belfast hospitals have been analysed and the results are presented in three current papers. The patients were kept under surveillance by one observer throughout their hospital stay, and in the first

paper it is reported that 10.2 per cent. of the 1,160 patients who received drugs developed some reactions. For 309 drugs there were 6,470 prescriptions; forty-seven preparations were responsible for 129 adverse reactions in 118 patients. Of the reactions 80 per cent. were of "moderate severity." Digitalis preparations, bronchodilator drugs and ampicillin had the highest reaction rates. In the hospitals concerned, medicines were dispensed on the wards from stocks sent from the pharmacy. The comment is made that data-processing equipment used in hospital pharmacies would ease the burden of collecting data on all drugs given to a patient, including those given in operating theatres and in the radiology department. They say, however, that that might still not provide information on the drugs actually taken by the patient. The second paper examines the predisposing factors among the 118 patients who developed reactions. Among the patients there were significantly greater numbers of "over-sixties" and of women. Patients with reactions had significantly more drugs during their hospital stay than those who did not develop reactions, and previous drug reactions, and a history of allergic disease, were also significant factors. The third paper examines in detail the sixty-four patients in the series who were admitted to hospital due to drugs. Thirty-seven (2.9 per cent.) were admitted because adverse reactions to drug therapy, the drugs involved including digitalis preparations, antibiotics, corticosteroids, anticoagulants, analgesics and tranquillisers. Twenty-seven patients (2.1 per cent.) were admitted because of self poisoning, barbiturates being the most frequently used (*B.M.J.*, March 1, pp. 531, 536 and 539).

THE value of trimethoprim-sulphamethoxazole in urinary infections in hospitals has been demonstrated in two studies. Workers at Edgware General Hospital, Edgware, Middlesex, obtained a cure rate of 85 per cent. one week after treatment ended, against 70 per cent. achieved with ampicillin and 40 per cent. with sulphadimidine. At four to five weeks after treatment, the cure rates were 67, 52 and 15 per cent. respectively. The combination used was a ratio of 5:1 sulphamethoxazole-trimethoprim, but other ratios were tried without evidence that any particular single ratio was superior. The

combination was simple to administer and free from side effects. At Whittington Hospital, London, sulphamethoxazole alone and two combination ratios (10:1 and 5:1) were tried, and the cure rates after five-day courses were 65, 84 and 92 per cent. respectively. The degree of potentiation of sulphamethoxazole activity by one-fifth the weight of trimethoprim was so great that the cure rate against sulphonamide-resistant organisms exceeded that of sulphamethoxazole alone against sulphonamide-sensitive organisms. Again there were no major side effects (*B.M.J.*, March 3, pp. 541 and 545).

PRINT AND PUBLICITY

THE commercial television campaign, beginning on March 17 for Trufood baby milk (makers: Trufood, Ltd., London Road, Guildford, Surrey), will include, in the Lancashire and Southern regions only, a reference to the current offer of the first week's food free. At the same time the caption "Gift tin at your chemist" is being shown on the screen. Other regions carry the normal commercial.

PRESS ADVERTISING

BEECHAM PRODUCTS (U.K.), Beecham House, Great West Road, Brentford, Middlesex: PLJ natural beauty competition. In eleven leading women's magazines.
CHESEBROUGH-POND'S, LTD., Victoria Road, London, N.W.10: Pond's cold cream. In women's magazines throughout 1969.

PUBLICATIONS

Medical Propaganda

ALLEN & HANBURY'S, LTD., London, E.2: "Ventolin inhaler" (file card).
BOOTS PURE DRUG CO., LTD., Nottingham: "Brufen non-steroidal anti-rheumatic" (27-p. booklet and file card).
IMPERIAL CHEMICAL INDUSTRIES, LTD., pharmaceuticals division, Alderley Park, Macclesfield, Ches. "Synalar suppositories and oral ointment" (file card).
NICHOLAS LABORATORIES, LTD., Slough, Bucks: "Gentisone HC" and "Genticin ear-eye drops" (file cards).
RIKER LABORATORIES, Loughborough, Leics: "Medihaler Duo" (16-p. booklet and file card).
SANDOZ PRODUCTS, LTD., Sandoz House, 23 Great Castle Street, London, W1N 8AE: "Sando-K" (file cards).
G. D. SEARLE & CO., LTD., High Wycombe, Bucks: "Serenace capsules in anxiety" (12-p. booklet and file card).
E. R. SQUIBB & SONS, LTD., Regal House, Twickenham, Middlesex: "Modocate" (16-p. booklet and file card).
SYNTEX PHARMACEUTICALS, LTD., St. Ives House, Maidenhead, Berks: "Anapolon 50" (card).

COMMERCIAL TELEVISION

The information given in the table is of number of appearances and total screen time in seconds. Thus 7/105 means that the advertiser's announcement will, during the week covered, be screened seven times and for a total of 105 seconds.

Period—March 16-22

PRODUCT	London	Midland	Lancashire	Yorkshire	Scotland	Wales & West	South	North-East	Anglia	Ulster	Westward	Border	Grampian	Eireann	Channel Is.
Anadin ...	4/120	2/60	2/60	1/30	1/30	1/30	2/60	1/30	2/60	1/30	3/90	2/60	1/30	—	2/60
Andrews liver salts ...	—	—	—	—	3/45	3/45	—	—	—	—	—	—	—	—	—
Askit powders ...	—	—	—	—	4/42	—	—	—	—	—	—	3/29	2/30	—	—
Dentu-Creme ...	—	—	3/90	3/90	—	3/90	—	—	—	—	—	—	—	—	—
Milk of Magnesia tablets ...	3/45	3/45	3/45	3/45	3/45	3/45	3/45	3/45	3/45	3/45	3/45	3/45	3/45	3/45	3/45
Man-size Scotties ...	2/60	2/60	2/60	2/60	2/60	2/60	2/60	2/60	2/60	2/60	2/60	2/60	2/60	—	2/60
Ostermilk ...	—	1/30	—	—	1/30	—	—	—	—	—	—	—	—	—	—
Ronson Escort hair dryer ...	2/90	2/90	2/90	3/135	2/90	—	2/90	—	—	—	—	—	—	—	—
Trufood baby milk ...	—	3/90	4/120	3/90	—	—	4/120	3/90	—	—	—	—	—	—	—

We're giving **Feen-a-mint** a further boost!

Demand for Feen-a-mint, the original chewing gum laxative, is rising all the time. It's so effective, so convenient in use, ideal for children — and so consistently advertised.

Now Feen-a-mint has been repacked in new attractive cartons, new display outers, more convenient sizes. And we're advertising in the big circulation magazines, "Woman" and "Woman's Own" — high frequency advertising that really sells. Tie in with the campaign by displaying the new packs and outers — and watch your sales soar.

NEW SIZES

12	18/3 doz.	P.T. 6/8	Retail 2/9 each
24	35/- doz.	P.T. 12/10	Retail 5/3 each

Remember Feen-a-mint can be included with other White Laboratories products to earn maximum volume discount.

Feen-a-mint

the original chewing gum laxative.



White Laboratories Limited, Penarth Street, London, S.E.15



WK. 88

The touch of REAL Beauty

Caress your skin with VELOCITY, the modern ALL-IN-ONE instant beauty make-up reveals and keeps your beauty natural. . . it protects your skin against the wind and sun. . . gives you new attractiveness wherever you may be. VELOCITY means pure beauty, the fresh untouched look that excites the imagination and lets you be just yourself. Choose from seven shades. . . Natural, Peach, Rachel, Ivory, Apricot, Sungold and Ochre.

Available in Tubes and Jars from Chemists and Beauty Counters

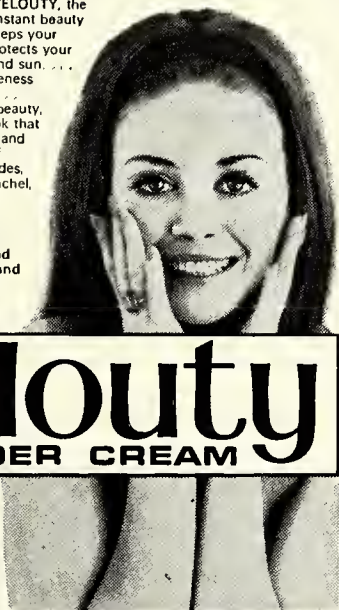
Velocity

POWDER CREAM

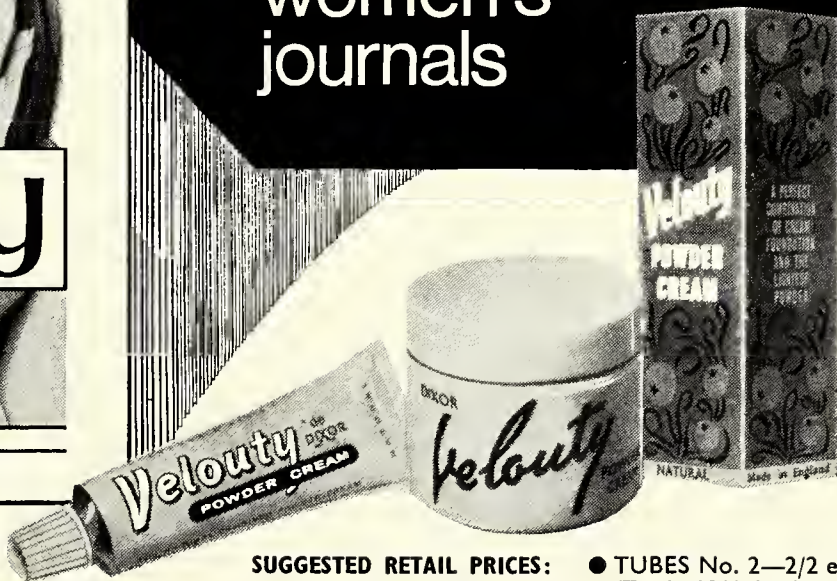
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A complete
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treatment.

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● PLASTIC JARS—6/5 each
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● TUBES No. 2—2/2 each
(Trade 12/4 doz.)

● TUBES No. 3—3/8 each
(Trade 20/4 doz.)

ACE
 —the new
 toothbrush
 which bends over
 backwards to
 make you smile...
 all the way
 to the bank!



The ACE range

The exciting ACE range (six brilliant colours to make a big splash on your counter) comes 'blister-packed' on card. Each toothbrush has its own, free, adhesive holder in the same colour as the brush itself. This range will be backed by —

National Advertising

This superb toothbrush will receive a heavy National Press advertising launch campaign appearing frequently in Woman, The People, The Sunday Mirror, The Daily Mirror, The Sunday Express, Reville, The Daily Sketch, Weekend, Sunday Post, and the Weekly News.

ACE Toothbrushes solemnly promise that at no time will this product be sold through any outlet except chemists.

National distributors for Ace toothbrushes are Devon Hair Aids Ltd., Cradock Road, Luton, Beds.

Ace Toothbrushes (A division of Critchley Bros. Limited, Stroud, Gloucestershire).

Brush up your profits — move forward with ACE in 1969

Columbia

PRODUCTS LIMITED

proudly present
their 1969 range of

HOT WATER BOTTLES

Imported from
Czechoslovakia!



- Superb quality.
- Full replacement guarantee.
- Metal stoppers fitted to each bottle.
- Very competitive prices.
Where else can you get a double ribbed Hot Water Bottle to retail for only 5/11d?
- Extremely attractive colours.
- Choice of three models.
- **Order NOW and obtain maximum discounts**

URGENT!

Post this coupon today

Without obligation and without delay I would like your representative to call.

Name

Address

Columbia Products Company Ltd.,
Sherbourne Avenue, Ryde, Isle of Wight

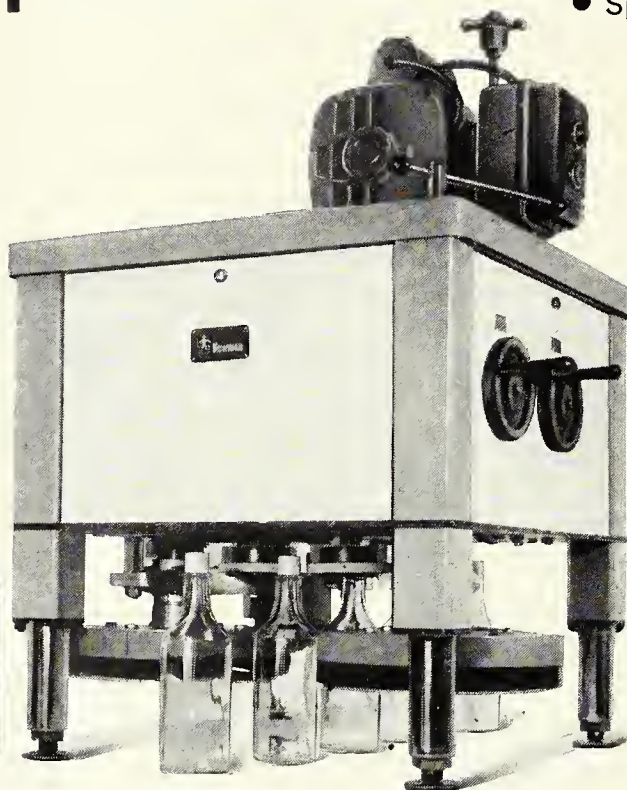
C&D/8/3

seen an
Automatic
Cap Tightener
without
change-
parts?



The NEWMAN AUTOMATIC Cap Tightening Machine

- Stands on workbench or over conveyor
- Accommodates caps 6-100 mm dia. & containers 2-12" high
- May be fed spasmodically
- Handles many shapes
- Speed variable



NEWMAN

also makes:—
CAP WADDERS
AUTO LABELLERS
LABEL GUMMERS
AMPOULE PRINTERS
VIAL FILLERS

NEWMAN LABELLING MACHINES LTD 25 QUEENS ROAD, BARNET, HERTS, ENGLAND
TEL: 01-449 9666

SMITH & HILL SERVICE
is second to none

for all ETHICALS

SMITH & HILL (CHEMISTS) LIMITED
CRESSWELL ROAD, DARNALL, SHEFFIELD 9. TEL. 40321 (10 LINES)

79a URBAN RD. HEXTHORPE DONCASTER Tel: 65251-3	37 SURREY STREET DERBY Tel: 40524	CARDINAL WORKS CARDINAL STREET NOTTINGHAM Tel: 54347-8
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The British Dyewood Co Ltd

Tannic Acid

in all qualities

Fine Chemicals for Industry

The British Dyewood Company Ltd
Head Office, 19 St. Vincent Place, Glasgow C1.
Tel: CENTral 4425
10 Victoria Street, Liverpool 2.
Tel: CENTral 5272

Furazolidone

A writ has been issued against
WICKHAM LABORATORIES LIMITED
claiming an injunction and damages for alleged infringement
of the following patents:

735,136	765,898
878,628	735,169
881,375	944,594
853,841	

on behalf of:

Smith Kline & French Laboratories Limited
The Norwich Pharmacal Company



Furazolidone is marketed under the trade name 'Neftin' by
Smith Kline & French Laboratories Limited
Welwyn Garden City, Hertfordshire
Telephone Welwyn Garden 25111



Spring/Summer Campaign
This full-page colour ad., that's proved it sells Fenjal, is appearing in all the leading Women's monthly magazines from March to June.

Fenjal cares

FOR YOUR CUSTOMERS

Most bath preparations take care of the bath water. Cubes, salts, powders, foam baths. They all disappear when the water does.

FENJAL CREME-BATH is a skin-treatment. It blends totally with the water to cream a lasting softness into the skin – and in a beautifully fragrant way. Soft skin, beautiful bath – all in the one product.

FOR YOU

Consider your profit opportunities from FENJAL CREME-BATH, Soap and Talc, and take advantage of the merchandisers and bonuses now available from your Scott & Bowne representative.

SCOTT & BOWNE LTD, 50, UPPER BROOK STREET, LONDON, W1Y 2AE.

Special Wire Unit

Sell out Fenjal on special bonus terms from this compact unit (cost, including tax - £11.4.8.) and put £5.8.8. profit into your till. Buy this unit and any extra stock you order (except sachets) will be charged 12 as 11.

2 Bath Sachet 2/6
sample offer price

Fenjal
Bathes away dry skin

Fenjal
creams your body to lasting softness

Colourful Showcards
Two showcards available -
14" x 10" and 28" x 20".

Compact Counter Merchandiser
Introduce your customers to Fenjal
with a two-bath Sachet, for only 2/6d.

CLASSIFIED ADVERTISEMENTS

Address Box Number Replies to: Box...., THE CHEMIST AND DRUGGIST, 28 ESSEX ST., STRAND, LONDON, W.C.2. Tel.: 01-353 6565

This service does not extend to the forwarding of samples.

APPOINTMENTS**North Monmouthshire Hospital Management Committee**New Nevill Hall Hospital,
Abergavenny, Mon.**SENIOR PHARMACIST**

and

PHARMACIST

required for this New General Hospital, the first phase of which is shortly to be opened and will consist of 192 Acute Beds together with a full range of supporting in-patient and out-patient services. Modern well equipped pharmacy.

Assistance may be given with accommodation if required.

Salary Scales:-

Senior Pharmacist : £1,151-£1,434 per annum.

Pharmacist : £1,087-£1,366 per annum.

Application Forms are obtainable from the

Group Secretary, North Monmouthshire H.M.C., Nevill Hall Hospital, Abergavenny, Monmouthshire.

BARNET GENERAL HOSPITAL
Wellhouse Lane, Barnet, Herts.**Pharmacy Technician I**

required for duties in the Group Pharmacy at Barnet General Hospital. Apply Group Pharmacist.

ILFORD & DISTRICT H.M.C.**Locum Pharmacist**

any weeks July/August/September 1969. Apply to Group Secretary, King George Hospital, Eastern Avenue, Newbury Park, Ilford, Essex.

KING'S COLLEGE HOSPITAL
(St. Francis' Hospital)**Pharmacy Technician I or II**

required (Trainee considered). Enquiries to Chief Pharmacist (Telephone 01-274 9941). Applications to Hospital Secretary, St. Francis' Hospital, Constance Road, East Dulwich, S.E.22.

**ROYAL INFIRMARY OF
EDINBURGH****Pharmacist, Locum**

for Group Pharmaceutical Department, Whitley Council rates and conditions. Accommodation may be available for lady. Write Personnel Officer, giving full details and names of two referees.

**ROYAL INFIRMARY OF
EDINBURGH****PHARMACIST**

for Group Pharmaceutical Department. Duties may include attendance at the new Eye Pavilion. Whitley Council Rates and Conditions. Temporary accommodation may be possible for a lady. Write Personnel Office, with full details and names of two referees.

PREMISES FOR SALE**LEICESTER**

New shop units in an established trading position adjoining residential estate in a densely populated area.

Eminently suitable for a CHEMIST, adjoining Maypole Supermarket, etc. Shop about 18 ft. by 40 ft. plus first floor about 400 sq. ft.

Lease 21 years, commencing rental £800 p.a. exclusive.

Full details, layout plans, photograph etc. from

SOLE AGENTS

HERRING DAW & MANNERS
8-10 Wigmore Street,
Cavendish Square,
London, W1H 0BT.
Tel.: 01-580 0531.

PETER BROMWICH HORNE & CO.
Whitefriars House,
Whitefriars Street,
Coventry CV1 2DP.
Tel.: Coventry 22123.

PHARMACY TECHNICIAN

(Apothecaries' Certificate preferred)

required full or part time to assist in busy psychiatric hospital (three Pharmacists). Salary according to age and experience (scale from £335 to £850). Five-day week, pleasant surroundings, good cafeteria meals and single accommodation available at reasonable charges, or £90 living out allowance payable. Write, naming two referees, to the Chief Pharmacist, West Park Hospital, Epsom, Surrey.

THE ROYAL FREE HOSPITAL**Senior Pharmacist**

Applications are invited for the post of Senior Pharmacist with special responsibility for in-patient pharmacy. A new system of drug distribution to wards is in process of introduction. Salary on scale £1,151 per annum plus London Weighting and higher qualification allowance rising to £1,434 per annum. Additional payment is made for regular evening clinics. Applications naming two referees to the Group Chief Pharmacist, Royal Free Hospital, Gray's Inn Road, London W.C.1.

**New Southgate Group Hospital
Management Committee****FRIERN HOSPITAL****Chief Pharmacist III**

required by this large Psychiatric hospital. Salary scale £1,494-£1,955. Whitley Council conditions and scales applicable. Applications naming two referees to the Group Secretary, Friern Hospital, New Southgate, London, N.11.

**ANCOATS HOSPITAL
Manchester M4 6EB****Senior Pharmacist**

Applications are invited for the post of Senior Pharmacist. The post is an interesting one and the holder deputises for the Chief Pharmacist in his absence. The experience gained could be useful as a stepping stone for promotion. Applications stating age, qualification and date, together with details of experience and the names and addresses of two referees to the General Superintendent. (Ref. 14893).

**SITUATIONS VACANT
INDUSTRY**

SURGICAL INSTRUMENT Warehouse Manager required 5 day week. Edwards Surgical Supplies, 289 City Road, London, E.C.1. 253/3731.

AN EXCELLENT OPPORTUNITY for a man experienced in all branches of Tablet Making and Coating to take charge of modern expanding unit. Applications giving fullest details of qualifications, age, experience, wage required, etc. should be addressed to Thomas Marns & Co., Galen House, Artex Avenue, Rustington, Sussex.

Situations Vacant Industry — Continued.

**Large
London Wholesale Chemists**

seek the services of an experienced Pharmacist on a consultancy basis for their Ethical department.

Replies to Box C 1380.

**SITUATIONS VACANT
RETAIL**

ISLINGTON, LONDON, N.1. Male dispensing assistant. Experience essential in N.H.S. Some knowledge of counter useful. Reasonable hours with Saturday and Thursday 9-1 p.m. only. No rota or Sunday duties. Extremely good Salary. Tel.: CAN. 2939.

BUSINESSES WANTED**WANTED**

Pharmacy in London area. North of river, with Turnover in excess of £30,000 per annum.

Cash available for speedy purchase.

All correspondence in strict confidence to Box C 1381.

BUSINESSES FOR SALE

£900 S.A.V. Chemist Sundries/toilet requisites business. Smart shop main shopping centre, near Richmond. Rent £275 p.a. details 892 1266.

DRUG STORE N.16 with living accommodation 10 year lease. Rent £468 p.a. Turnover £12,000. £2,500 S.A.V. Phone 254 3633.

DRUG STORE. Cosmetics, films. Main agencies. Large expanding village, Notts. (pop. over 8,000). No opposition. Scope for chemist. Turnover over £12,000. Rent £300 p.a. £1,500 or offers. S.A.V. Box C 1361.

OLD ESTABLISHED COMPANY with two pharmacies in Greater London. Kent area. Very good leases. Total turnover 1967/68 £34,432 inclusive. N.H.S. £17,885. Would sell pharmacies separately. Offers invited. Accountants, 20, Mayplace Road West, Bexleyheath, Kent. 01-304 1399.

ILFORD, ESSEX. Easily run lock-up showing steady annual increase. Auditors accounts available shortly for last year. Turnover between £16,500 and £17,000. N.H.S. approx. £7,500 p.a. Rent and rates £260. Stock £3,000. Goodwill, fixtures and fittings £2,500 O.N.O. Apply Mrs. M. C. Robertson M.P.S., 15, Belgrave Market, Ilford, Essex. Tel. 01-554 5348 or evening after 7 p.m. Brentwood 213529.

VERY OLD ESTABLISHED Proprietary Medicine Business for sale, together with the manufacturing machinery and materials. Small but consistent sale through wholesale, retail and multiple chemists, grocers and Co-operative societies. Excellent potential to re-establish former volume sales with larger company having effective representation. Genuine enquiries please to Box No. C 1379.

DRUGSTORE. Main Road, N.W. London. Cosmetics (many agencies). Gramophone Records. Batteries. Films. This is a large, double fronted shop. Full fitted with all modern equipment. Very suitable for pharmacy, surrounded by new blocks of flats. New seven year lease. Turnover £11,000 per annum. Box C 1382.

VESTRIC LIMITED
PHARMACEUTICAL DISTRIBUTORS**PHARMACIST****EDINBURGH**

This leading Pharmaceutical Distributive Organisation has a vacancy for a young Pharmacist at its Edinburgh branch. He will be responsible for providing technical and professional services in connection with pharmaceutical products handled by the branch and will be expected to work much on his own initiative.

The position offers an attractive starting salary together with pension, life assurance and bonus scheme, etc., and provides an excellent opportunity to make a progressive career in pharmaceutical wholesaling.

Please write in complete confidence to:

**P. M. WORLING, F.P.S., Regional Director,
VESTRIC LTD.,
104 Holyrood Road, Edinburgh 8.**

**MARKET RESEARCH
OFFICER**

The continued expansion of our new products programme, and the need to ensure that all our marketing expertise and resources are utilised in the most effective way, have led us to create this new position within our Ethical Pharmaceutical Division. This represents a real opportunity for a young man to accept accountability for the planning and execution of his function within a highly competent marketing group.

The successful applicant will be required to provide a comprehensive market research service, primarily in relation to ethical and O.T.C. products but which could include pharmaceuticals in a wider sense. He will be responsible for the initiation of relevant projects as well as the preparation of more routine reports. This position requires a graduate with at least two years' experience of market research in the pharmaceutical industry.

This appointment carries a starting salary in the region of £2,000 per annum, and attractive pension and life assurance benefits. Assistance will be given with removal expenses.

Applications should be addressed to:—

**The Personnel Operations Manager,
William R. Warner and Company Limited,
EASTLEIGH,
Hampshire.**

Situations Vacant Industry—Continued.

**DISTRIBUTOR
WANTED**

Well established branded product which has been nationally advertised for thirty years wishes to reorganise its sales to Wholesalers and Chemists.

Full support will be given by means of advertising, display material etc. to an efficient organisation with firm existing connections covering the whole of the U.K. and based either in London or the provinces.

Interested parties should write to
Box No. C 1378

**Quality
Control
Manager**

●

FOLKESTONE

An exceptional career opportunity for a young Chemist (A.R.I.C., or M.P.S.) to join a Company busily engaged in bringing its Quality Control practices into line with those of the Parent Company, manufacturing Pharmaceuticals and Toiletries.

Although required to closely co-ordinate with International Associates the man appointed must be able to carry the full weight of the position.

The position offers an attractive starting salary, Life Assurance, Pension Plan, holiday arrangements. Removal expenses paid.

Applications from suitable qualified Chemists should be sent to:

Mr. J. O. Cocking, A.C.I.S., A.C.W.A.
Company Secretary,
CARTER WALLACE LTD.,
Wear Bay Road,
Folkestone, Kent.

**SHOPFITTERS**

SHOPFITTINGS — Manufacturers of chemists fittings offer Special Terms to chemists opening or re-fitting in January, February and March, willing to act as show installations for new range of display shelving, showcases, counters. Usual H.P. facilities. Limited amount of six year rental available. Rocano Limited, St. Paul Street, Bristol, 2. Tel. Bristol 40328.

INTERPLAN. Modernise with modular interchangeable fitting to increase your sales. Complete services including shop fronts if required. Free planning and brochures available. Olney Bros. Ltd., Northbridge Road, Berkhamsted, Herts. Tel. 5417/8/9.

SHOPFITTING SERVICE

At last a complete service for the modern Pharmacist. Write or telephone for details of the RELIANCE SERVICE covering every aspect of shop front and interior fitting.
Reliance Shopfitters, Ltd., 2 Churchill Road, Willesden, N.W.2. Telephone WIL 2294 C 804

MISCELLANEOUS

PRESCRIPTION LABELS. Good service, any quantity. Quote on sample by return. Press Productions (London) Ltd., 14, Northbourne Road, Clapham, S.W.4. Tel: 01-622 4706.

**CERTOR SELF-ADHESIVE
LABEL SYSTEM**

**SUPERIOR IN QUALITY
SPEEDIER AND
ECONOMICAL IN USE.
PRINTED WITH
CHEMISTS' REQUIREMENTS**

New prints 21 days
Reprints 7 days

Send for illustrated leaflet:

**Macdonald of Manchester,
P.O. BOX 6,
Ashton-under-Lyne Lancs.**

BURGLAR ALARMS

Supplied on rental for shops and commercial premises from £1 per week.
NO installation charges.
NO initial payments.
Insurance company specifications.

TECNILOX LTD.,
24 Station Road, London, N.3.
Tel. 01-346 6644 (24 hour Answering)

If you wish to repeat your Classified advertisement — please let us know the date of previous insertion and heading under which it appeared.

If you let us know by 4.30 p.m. Tuesday, we can put it in the same week for you.

No need to write — just ring our Classified Representative on 01-353 6565 Ext. 127 and we will be pleased to help you.

REPRESENTATIVES

ENERGETIC YOUNG MAN required to act as representative for wholesale chemist. London area. Salary and commission. Box C 1377.

FOR SALE

SAVE UP TO 30% on all consumer durable goods — electrical goods, furniture, radios, etc. Famous Manufacturers deliver direct to you. Write for free 32-page Discount Shopping Guide to Discount Shopping Centres, Western House, 65/67 Western Road, Hove, Sussex. Tel.: Brighton 778922/3.

PRICE TICKET SHELF edging white plastic $\frac{3}{4}$ in. at 7d. ft., 1 in. at 8d. ft., $1\frac{1}{2}$ in. at 9d. a ft. Price tickets 12s. gross. Also full range of shopfittings. Midland Shop Equipment Co., Ltd., 179 Bromsgrove Street, Birmingham, 5. Tel.: 021-692 1943.

MODERN FIXTURES. Due to sale of lease, 3 years old Counterpoint, as new. 70 ft. of 7 ft. high and 14 ft. of 4 ft. high wall units, assorted shelved and glass cupboards, illuminated pelmets. Also three gondolas, four counters, etc. All or part. All reasonable offers considered. Transport, etc., arranged if required. Can be seen in use now. Tel.: Basildon 20650.

BUSINESS OPPORTUNITIES

IF THE RAT RACE

is getting you down and you wish to realise your interest in a proprietary product or products, please contact private company with funds available for purchase or other arrangement. Write in complete confidence to Managing Director,

Box C 1374

FINANCIAL

80 Per Cent Loans available

for the purchase of Business Properties from £3,000 to £200,000;

Apply,

E. J. Reed and Sons,
49 Fishergate, Preston,
Lancashire.

Tel. Preston 57923.

TRADE MARKS

The Trade Marks set out below were assigned on 13th December, 1968, by Arnaud Parfumeur S.A. of 19, Boulevard du Parc, Neuilly-sur-Seine, Seine, France, to Pharminventa A.G. of Alpenstrasse 12, Zug, Switzerland; **WITHOUT THE GOODWILL OF THE BUSINESS IN WHICH THEY WERE THEN IN USE.**

Registered No. 804350. Mark CRE-DO Goods Perfumes, non-medicated toilet preparations, cosmetics and dentifrices. **Registered No. 825992. Mark CRE-DO Goods** Deodorants, disinfectants and sanitary preparations.

Situations Vacant Industry—Continued.

VESTRIC LIMITED
RUNCORN



PHARMACEUTICAL
DISTRIBUTORS

Chemist Representative

A vacancy exists for a Representative to call on retail pharmacists in South Wales.

Applicants should be aged 25-40 years and previous experience in pharmaceutical representation is essential. An additional advantage would be a knowledge of the territory. The man appointed will be given training which he or the Company may consider necessary to equip him to join Vestric's team of representatives.

The Company offers an attractive starting salary together with pension and life assurance schemes, profit sharing bonus etc.

A car is provided.

Applicants are invited to apply in complete confidence to:

The Personnel Manager,
VESTRIC LIMITED,
Runcorn,
Cheshire.

WORKS MANAGER Pharmaceuticals

A Works Manager or Designate is required by the British subsidiary of an International Company with headquarters in the U.S.A., marketing a well-known range of consumer proprietaries. We are looking for a young man (25-35) preferably with a pharmaceutical qualification and with experience in production in the pharmaceutical field, though this is not essential since training will be given. Some related engineering experience would be useful.

Excellent prospects and salary. Usual company benefits. Location South-East London.



Please send brief career details in confidence to: The Managing Director, White Laboratories Limited, Penarth Street, London, S.E.15. 01-639 7878.

Situations Vacant Industry—Continued.

WANTED

DEVELOPMENT
PHARMACIST

LOOKING FOR TROUBLE?

You could be as the troubleshooter in the Pharmaceutical Production Department of our new factory at Morpeth in Northumberland.

This is a new role within our organisation which calls for a production orientated pharmacist with experience of tablet formulation development and tablet manufacturing problem solving.

If this opportunity to develop and apply your ideas in an expanding company at an exciting stage of its development interests you, write in confidence to:

Personnel Officer (Morpeth),
G. D. Searle & Co. Ltd.,
Lane End Road,
High Wycombe,
Bucks.

WANTED. We want to purchase—Old drug drawers, display cabinets, bottles, carboys, pill rollers, plaster machines, shop signs, exterior and interior. In fact anything old. We dismantle and collect 100 miles radius of London — 121, Consort Road, Peckham, London, S.E.15. 01-639 6362.

WE WILL PURCHASE for cash a complete stock, a redundant line, including finished or partly finished goods, packaging, raw materials, etc. No quantity too large. Our representative will call anywhere. Write or telephone: Lawrence Edwards & Co., Ltd., 6/7 Wellington Close, Ledbury Road, London, W.11. Tel.: Park 3137-8. C 140

WANTED: Surplus cameras, enlargers, cine-cameras and projectors, photographic equipment of every description. Surplus and outdated film and paper, large or small quantities. Phone, write or call, Spears (Dept. CD), back Watling Street, Shudehill, Manchester, 4. Telephone BLACKfriars 9432 (5 lines), Bankers, Midland Bank, Ltd. C 613

WE PURCHASE surplus and redundant stocks of every description especially packing material. Spot cash settlement. Reliance Trading Company, 23-25 Charles Lane, St. John's Wood, London, N.W.8. Tel.: JUNiper 0701. C 599

WANTED — large tablet coating pans and rotary compressing machines. Good prices paid. British Chemotheutic Products Limited, P.O. Box 242, Bradford, Yorks.

ROTARY TABLETTING MACHINE required, preferably Manesty "B" or "D" type. Write giving details to Box C 1370.

SITUATIONS VACANT RETAIL

LONDON CO-OPERATIVE CHEMISTS LIMITED

Superintendent Chemist

London Co-operative Chemists are seeking a Superintendent Chemist to manage and control its chain of Pharmacy and Drug Branches.

The organisation operates throughout the Metropolitan and adjacent areas, north of the River Thames. There are some eighty Pharmacies and several Drug Branches.

With the trend towards larger units the position requires experienced and forward thinking management to meet the changing pattern of distribution.

Salary will be negotiable.

Applications should be submitted in writing, giving full details, to reach the Personnel Manager, L.C.S. Ltd., 54 Maryland Street, Stratford, E.15, not later than two weeks after the appearance of this advertisement.

PLEASE MENTION C & D WHEN REPLYING
TO ADVERTISEMENTS

Appointments and

Classified Rates

LINAGE 4/6 per line (Minimum 5 lines at 22/6)

SEMI-DISPLAY
£2.14.0. per s.c.i. minimum.

DISPLAYED
£3.12.6 per s.c.i. minimum.
1/3 page (4 1/2" x 4" or 9" x 1 1/2")
or 3" x 6 1/4" £32.10.0
1/2 page (4 1/2" x 6 1/4") £46
1 page (9" x 6 1/4") £87

BOX NUMBER 3/-

SITUATIONS WANTED

7/6 per 18 words minimum.
5d. a word thereafter.

Classified copy received by 4 p.m. Tuesday will be published Saturday issue same week. Advertisements should be pre-paid. Series discounts available on request.

POST TO:

Classified Dept.,
Chemist and Druggist,
28 Essex Street,
Strand, London,
W.C.2.

PHONE TO: 01-353 6565 Ex. 127

MORE COMFORT.. MORE CUSTOM

A comfortably warm shop attracts trade—customers come—linger, spend more and return, time after time. Assistants work better—sell better.

Gas is the cleanest, least obstrusive and most efficient fuel for shop heating and hot water systems—highly economical too. Whether you're building, re-modelling or adding heating for the first time, gas is the natural choice.



"GAS IN SHOPS"

This new publication shows how gas is used for heating shops of every kind. The many convenient forms of radiators and warm air convectors are fully described and illustrated, with examples of typical installations and running costs.

Fill in the coupon for a free copy of "Gas in Shops" or contact the Commercial Manager of your Gas Board—he'll be glad to give you any advice and practical help you may need. Discuss with him the even greater benefit that Natural Gas from the North Sea will bring.

Please send me a free copy of "Gas in Shops" by return of post.

Name.....

Address.....

..... Type of Shop.....

To: The Gas Council Commercial Catering & Heating Centre,
139 Tottenham Court Road, London W.1.

Tel. 01-387 4147.

G. 15b

**HIGH
SPEED
GAS**



MARCH 8 1969

a major breakthrough in veterinary geriatrics

VETERINARY GERIOMAR[®]

for the geriatric treatment of large and small animals

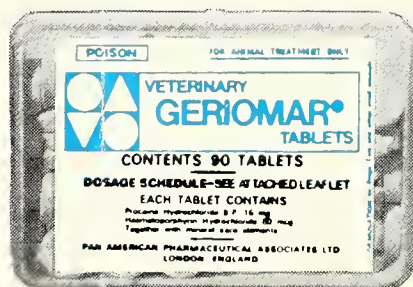
VETERINARY GERIOMAR is suitable for all breeds of animals, whether kept as pets or for work, from the smallest to the largest and can provide astonishingly beneficial effects not only by enabling a significant prolongation of the animal's active life but also by countering the normal manifestations of ageing, greatly increasing resistance to ailments and exerting a markedly beneficial effect upon alertness, coat texture, general condition, etc. VETERINARY GERIOMAR is available in two strengths, STANDARD and FORTE, and each pack (90 Tablets) will provide up to 3 months treatment, depending upon dosage requirements. Distributed solely through retail pharmacy outlets.

A DISPLAY ALLOWANCE OF 7½% is available on all orders for a minimum of one outer (6 units) of the Standard Strength (any quantity of Forte Strength ordered at the same time also qualifies for this allowance.)

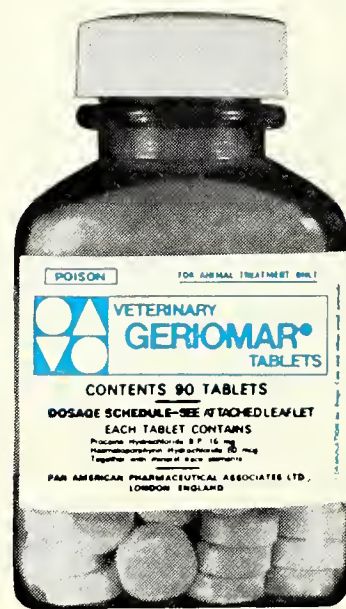
TOTAL OUTLAY:- Goods . . £4. 10. 10d.
P/Tax . . £1. 16. 0d.
£6. 6. 10d.

Your MARGIN £2. 16. 8d. representing
27.7% on GROSS RETURN!

RETAIL PRICE STRUCTURE (90 Tablets)
Standard 30/ 7d. each (incl. P/Tax)
Forte 50/11d. each (incl. P/Tax)



STANDARD . . for smaller animals



FORTE . . for larger animals

VETERINARY GERIOMAR[®]
contains
Procaine Hydrochloride and
Haematoporphyrin Hydrochloride



PAN-AMERICAN PHARMACEUTICAL ASSOCIATES LTD.,
3 Bucklersbury (near Bank of England),
London EC4
Tel: 01-248 7082/3
Telegraphic Address:
PANPHARMA, EC4